

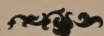
Haviland China

is stamped:

Haviland
France

Additional stamp on decorated china :

Haviland & Co
Limoges



NOTE THE NAME

THEODORE

*on the Stamp and***AVOID IMITATIONS***The most popular brand of French China is***THEODORE HAVILAND****La Porcelaine Theodore Haviland**

LIMOGES, FRANCE

THEODORE HAVILAND & CIE*25 MURRAY STREET, NEW YORK CITY*

Mat Green Ware the Present Rage

The New Pottery LAMP LINES with colored Art Glass shades are radically different from anything on market.

To see is to buy. To buy is to add new source of good profits.

Art Ware in creations rare, and of eye catching beauty and merit, while the Fall line of Jardinieres, Pedestals, Umbrella Stands, Fern Dishes, Cuspidores, etc., are "all to the good." Nothing commonplace.

Our roadmen are "out" and you will be "in" better margins than ever if you stock up now when prompt shipments are possible. See the Indian Ware lines. They are quick sellers.

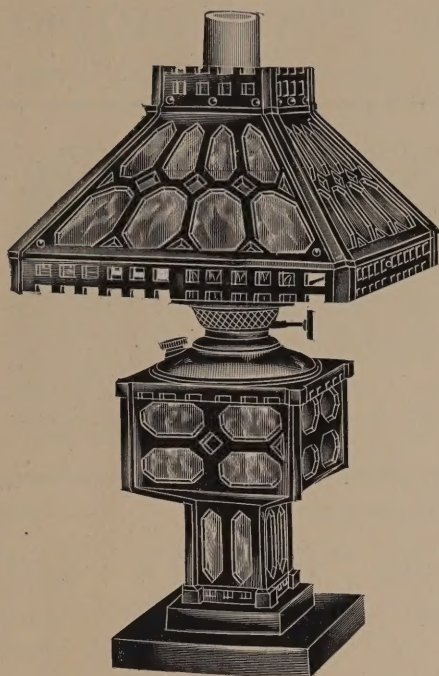
S. A. WELLER**Zanesville, Ohio**

BOSTON OFFICE: 144 Congress Street.



TRADE MARK
BRISTOL'S Recording Instruments and
REG. U. S. PAT. OFFICE.
Wm. H. Bristol Electric PYROMETERS
 Portable Form for Instantaneous Reading to 3000° F.
THE BRISTOL CO.
 Waterbury Conn.





A-No. 3537, Matt Black.

Pittsburgh Lamp, Brass & Glass Co.

Pittsburgh, Pennsylvania



We wish one dealer in every city who handles good dinner sets to correspond with us.

*Our new line for Fall in Swell
Over Glaze Decorations
is quite the talk*

Three extra, new, handsome underglaze decorations in colors added. Shall be pleased to send samples to any dealer interested.

GREAT HIT. Souvenir plaques showing your business house or local scenes—this in underglaze, one color. Prices very reasonable.

The Warner-Keffer China Co.
EAST LIVERPOOL, OHIO

P. S.—When in New York see sample room of
R. KOHN, 32 Park Place.

ANTIMONY

Needle or White Oxide

MANGANESE

All Kinds and Grades

POWDER BLUE

The Harshaw Fuller & Goodwin Co.

CLEVELAND

NEW YORK

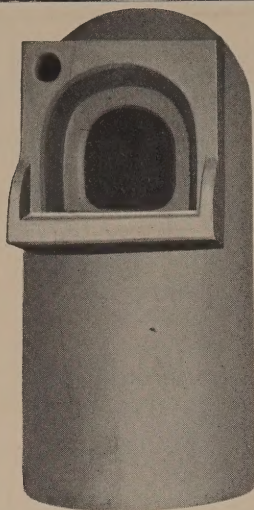
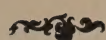


Mr. Crockery Buyer!

Do you know that the 1909 McCoy Lines contain several new items never before shown—and they are made to suit your trade—they'll sell. Ask your jobber about them. If he don't supply you write us—but be sure to see the new things we're making for you. No dead ones in our new lines.

THE J. W. McCOY POTTERY CO.
ROSEVILLE, OHIO

Illustration is No. 202 Jardinière



Pittsburgh Clay Pot Company

1247 REBECCA ST., N. S.

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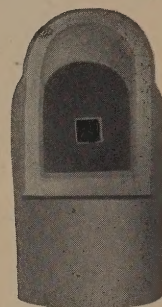
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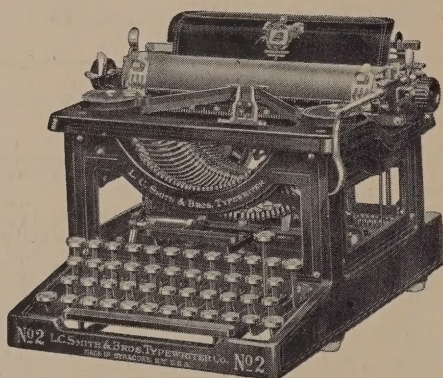
PITTSBURGH, PA.

Manufacturers Highest Grade of
Everything in Clay for
Glass Factories

High Grade Glass Melting Pots for Lime, Lead and Opal
Glass and Aged German Clay Tank Blocks a Specialty



Made for Particular People



THE NEW MODEL

L. C. Smith & Bros. Typewriter

Ball Bearing throughout at all vital frictional points. Instantly ready for all kinds of special work, billing, card writing—anything needed of a typewriter. No attachments required. No special adjustments necessary. Just insert the paper and go ahead.

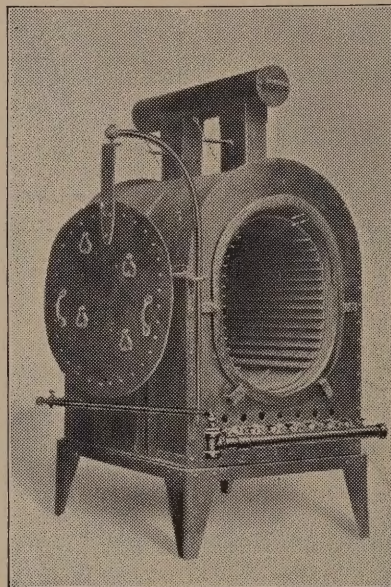
NEW CATALOGUE FREE

L. C. Smith & Bros. Typewriter Co.

311 BROADWAY, NEW YORK

The "FOCHT" Kiln For Decorators on China, Glass and Enamels

OVER FORTY IN SUCCESSFUL USE IN THE
METROPOLITAN DISTRICT



CONSTRUCTION

A heavy asbestos lining is placed between the exterior metal case and the fire-brick tiling which faces the flames, preventing any loss of heat. The outside of Kiln always remains cold.

Firing part is made of special heat-withstanding steel, the lower half of Kiln-pot being constructed of heavier material than the upper.

The door is swung on a davit—which does away with laborious lifting—and is not only always ready for immediate use, but in *exact position*.

Made in three sizes. Send for circular and price list.

L. REUSCHE & CO.

Sole Agents for the United States

6 PARK PLACE, One door from Broadway, NEW YORK

COLORS CHEMICALS OXIDES

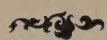
Let Pottery and Glass be your Salesman
If you want results



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"KRYS-TOL"

THE GLASS OF QUALITY

Orders Tell the Story

The number of "repeat orders" received from our many customers so thoroughly convinces us that CHIPPENDALE **Krystol** is pre-eminently the finest, most attractive and best selling Colonial table glassware on the market that we make the following offer:

¶ To any dealer who will give CHIPPENDALE **Krystol** an equally prominent display with any other line of Colonial glassware in his store we will pay freight charges both ways if CHIPPENDALE does not prove the better seller.

The way to know a thing is to try it

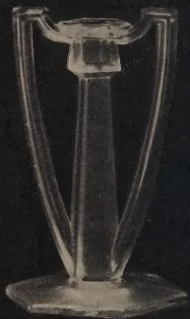
Samples of CHIPPENDALE sent free (prepaid) for the asking. Write us today.

"The one Colonial glassware that is distinctively different from all others"

QUALITY AND FINISH UNSURPASSED

TRADE **"KRYS-TOL"** MARK

THE JEFFERSON GLASS CO.
Follansbee W. Va.



POTTERY & GLASS

VOLUME III

AUGUST 1909

NUMBER 2



"DAMASCUS" BRASS BOWL, $4\frac{3}{4}$ INCHES DIAMETER, 2 INCHES DEEP, WITH INTERESTING INSCRIPTION, MADE IN AMERICA BY GEORGE C. LYNCH COMPANY

AMERICAN MADE BRASSWARE

MANUFACTURERS DOING A LARGER BUSINESS THAN EVER BEFORE—SOME NEW INTRODUCTIONS THAT OUGHT TO MAKE BIG SALES

THE article on modern brassware as manufactured in this country, which appeared in last month's number of POTTERY AND GLASS proved of such widespread interest to buyers throughout the country that the edition was sold out to the last copy. The great demand for this class of ware has kept up during the month just passed; in fact sales are being made in larger volume than ever before. It seems safe to predict that this demand presages something more than the satisfying of a passing "craze." At any rate, the keen buyer should recognize the opportunity which this season offers and get his share of the large sales that are being made.

A brand new article that is just about to be put out upon the market is the "Damascus" finger bowl. This is one of the first exact copies of an original oriental product to be manufactured in this country. The Arabic inscription which is copied exactly from the origi-

nal lends interest to the bowl and is one of the factors that will make it sell in large quantities, the purport of the inscription being that the great Allah presides with loving care over the destinies of humanity—the possessor thus being assured of good luck and happiness. The manufacturers are popularizing the sale of this bowl by offering it at two or three dollars a gross less than is usually charged for the plain rim objects offered heretofore. It can be had direct from the manufacturers, George C. Lynch Co., 333 Fourth Avenue, New York. These bowls sell largely to restaurants, hotels, cafés and clubs in quantities, and an enormous number of them are disposed of individually to purchasers who want to use them for flowers or as receptacles for odds and ends.

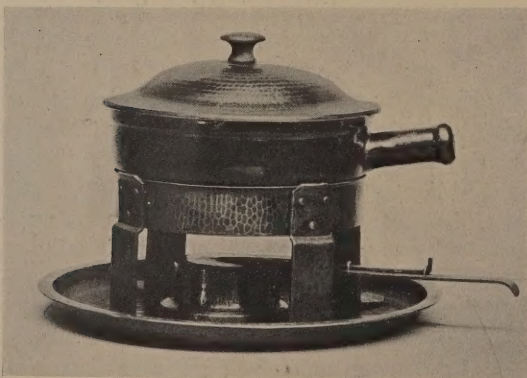
Turchin & Co., Inc., at 177 Grand Street, (near Center) are doing a big manufacturing business in brassware and are bringing out some new and taking styles. A desk set fin-



DESK SET IN HAMMERED COPPER THAT WOULD MAKE AN EXCELLENT GIFT • TURCHIN & COMPANY, INC.

ished in hammered copper is one of the best things of its kind we have seen, and at a moderate value should not fail to sell in any store. It would make an excellent gift. From the same factory comes another article, also of hammered copper finish, which carries the element of immediately interesting everyone who sees it. It is a chafing dish fitted with an earthenware receptacle, the tray, frame and lamp (for alcohol) being entirely of hammered copper. It is practical and useful and strongly made.

Many good things are being produced in children's toilet ware. Special mention may be made of plain outlined animal painted effects. The efforts of manufacturers to develop the artistic treatment of toilet ware for children's use have been successful.



CHAFING DISH OF HAMMERED COPPER, FITTED WITH EARTHENWARE RECEPTACLES • TURCHIN & CO., INC.

APPRAISAL ON WEDGWOOD WARE

As the result of an investigation conducted by Eugene G. Hay of the Board of United States General Appraisers, it appears that Wedgwood & Co., Limited, of Tunstall, England, invoiced crown royal blue ariel plates and teacups and saucers at prices deemed too low by the local appraising officials.

The Appraiser of the Port held that plates invoiced as having a value of 1s. 1d. per dozen should have been set down as 2s. 9d. and duty at the rate of 60 per cent. collected on the value of the importation. The tea plates entered as worth 1s. 6½d. a dozen were advanced by the local Appraiser to 3s. 8d. per dozen. Other goods are also advanced. General Appraiser Hay in his decision affirms the finding of the Appraiser of the Port that the merchandise was undervalued.

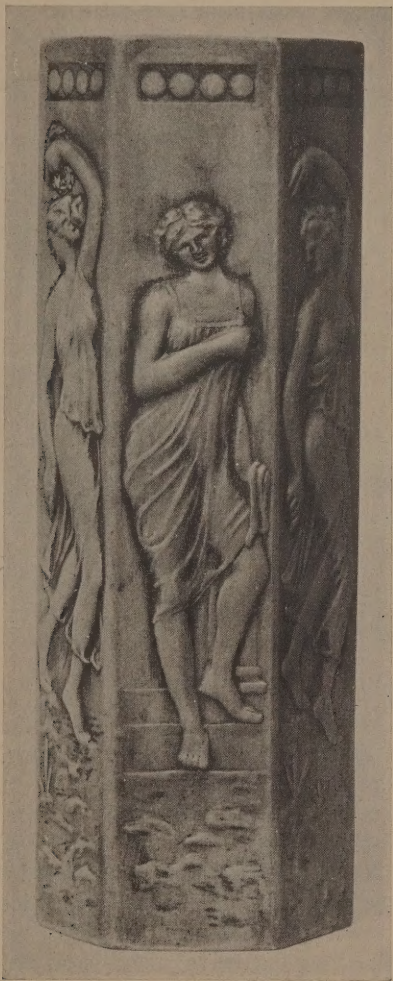
ARREST OF CUSTOMS THIEVES

The arrest of four thieves who were part of a gang that has long made a practice of extracting articles from import packages while being carted to and from the New York Customs Appraisers Stores will probably break up a system that has been responsible for the loss of thousands of dollars worth of pottery and glass ware. Customs officers and importers have made long continued efforts to unearth the mysterious disappearance of goods and are congratulating themselves on having at last caught the thieves red-handed.

NEW JARDINIERES, FLOWER POTS, ETC.

NEW styles of jardinieres, flower pots, etc., are coming out seasonably.

Two new lines from the S. A. Weller potteries at Zanesville, Ohio, are attracting much attention at their New York showrooms at the corner of West Broadway and Park Place. They have been named the "Norona" and the "Norwood."



THE CLASSIC "NORONA" LINES OF THE S. A. WELLER POTTERIES

The Norona line embraces many ornamental and useful articles including jardinieres, umbrella stands, vases, etc., all of a tendency toward that simplicity of shape which best suits the classical sculptured designs of art figure modelling. These are very properly interpreted in strong enough relief to insure good proportion and effect and to avoid the apparent distortion so often noticed in bas-



THE PATTERNS OF NOUVEAU ART ARE STRONG IN LINE AND SURFACE AGAINST A STIPPLED BACKGROUND

relief work of too flat treatment. The soft ivory, wax finish, too, has been well chosen, and is of great value to the general classic atmosphere which this line of pottery is designed to furnish. These articles are water-proof and are therefore easy to keep clean.

The other new Weller line, the Norwood, runs into jardinieres, pedestals, vases, etc. The patterns of Nouveau Art are carried out in strong lines and surfaces against a stippled background which sends them out in distinct and strong relief. This is further enhanced



ANOTHER EXAMPLE OF THE "NORWOOD" LINE FROM THE S. A. WELLER POTTERIES



COMBINATION FERN DISH AND LINER IN MATT GREEN J. W. McCOY POTTERY COMPANY

by the color treatment of strong yet soft blues, reds, etc. This treatment being entirely new in conception, as applied to jardiniers, should make ready sales. There are a variety of designs and the shapes are, like all of the Weller productions, very graceful and practical.

The J. W. McCoy Pottery Company, of Roseville, Ohio, has been devoting particular attention to a revision of styles this season, or, rather, they have added largely to their already wide choice of good things, for this company has ever been in the vanguard of American manufacturers who make a special point of constantly having something new and attractive to offer to buyers. Perhaps they have been busier than ever this year to meet the demands for

something extra striking. At any rate, we have just received from them the samples which we are reproducing, and which certainly are entirely worthy of being brought to the attention of our readers. Were it not against our editorial policy we would like to quote the prices at which these new styles are offered by the manufacturers, for they are assuredly a "buy" that ought to attract the attention of any jobber or dealer carrying lines of jardinières, etc.

Perhaps one of the most popular sellers would be the combination fern dish and liner (two pieces). This is especially designed for table or interior decoration, and is finished in charming mat green. The bottom of the inside



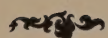
FROG HANDLED CUSPIDOR AND PLATEAU McCOY

receptacle is of porous earthenware, suitable for the growth of plants, while the outside rim is glazed in mat green and prettily modeled. They are made in three sizes, 4-inch, 6-inch, and 8-inch.

But one of the best things of its kind that has been introduced this season is the pedestal-jardiniere with lions heads on the sides. This is a large and very effective piece, well calculated to be of great ornamental value, either indoors or out. It has not been shown to the trade to any extent, and is not yet catalogued. The factory people consider it one of the best things they have ever made. It is finished in the McCoy mat green, which is a soft, pleasing tone, neither too dark nor too light, and is handsomely modeled and perfectly proportioned, besides being made with due regard to stability—heavy at the base, it would be difficult to topple it over. The manufacturers are so well pleased with it that they have decided to popularize it



McCOY MATT GREEN COMBINATION JARDINIÈRE AND FLOWER POT



by placing it at very reasonable figures in order to draw large orders and induce quick sales. The pedestal-jardiniere is made in three sizes, the largest being 14-inch jardiniere with pedestal 23 inches high.

Among the new styles from the McCoy Pottery is still another notable introduction—a mat green combination jardiniere and flower pot. The flower pot is of porous earthenware, with glazed outside rim similar to the fern dish liner. Every one knows how aggravating it often is to remove the ordinary flower pot from a jardiniere. Most people buy a jardiniere large enough to hide the entire pot, and in consequence, it is almost impossible to lift the pot out without barking one's knuckles or turning the whole thing over on its side. This is decidedly annoying, as there is generally more or less dirty water in the bottom of the jardiniere which will run out. With the combination above referred to there is never any trouble, as the inside flower pot is so made that the decorated rim rests on top of the rim of the jardiniere, thus offering a ready means for a firm grip of the fingers without touching the jardiniere. If the retail salesmen would make an effort to explain such points to the prospective customer, they would find their record of sales considerably augmented in a short time. These combination articles, like nearly everything else, are made to fulfill a definite purpose, and if this purpose is properly presented by the sales people there should be no trouble in making large sales. Remember, too, that this is the real time of year to order supplies of jardiniere ready for the big fall sales; for it is at the end of the summer season that lovers of flowers begin to think of obtaining proper receptacles for housing their plants for the winter months.

The frog cuspidor, illustrated, has finely modeled frog handles and flaring rim. It is of a heavy, tough body, is finished in a hard high glaze both inside and out, making it suitable to withstand the roughest use. The colorings are very novel. Plateaux are also made to fit the cuspidor, which can be used as a jardiniere with equal facility.

NEW DEPARTMENT STORE IN MEXICO

A large new department store has just been opened in the City of Mexico, Mexico, under the title Las Fabricas Universales. The entire edifice is constructed on modern lines, there being an abundance of light and fresh air on

all the floors, while artistically nothing has been left undone. The hard and durable mosaics used on the dome and exterior of the building were brought from France, as was most of the material employed about the building.

NEW CORPORATIONS

Art China Import Co., of 32 West Street, New York, import dealers in glassware, crockery, etc., has been incorporated by Hugo H. Erfels, Otto Keusch, N. Donlin, all of 80 Broadway, New York.

Celu Enamel Co., Wilmington, Del., to manufacture articles of china and enamel ware; capital stock, \$250,000.

Royal Art Glass Co., New York; manufacture bent glass shades, chandeliers, globes and lamps, etc., capital, \$9,000. Incorporators: Joseph Bruenn, No. 809 Freeman Street; Isaac Brarman, No. 1770 Madison Avenue; Nathan Paul, No. 200 Second Avenue, all of New York.

American Jar Co., Manhattan; manufacture jars and bottles of all kinds; capital \$75,000. Incorporators: A. J. Powers, J. Snyder, E. F. Hoffman, New York City.

LaGrotta, Haehnel Co., New York; manufacture glass and glassware; capital, \$10,000. Incorporators: William Haehnel, No. 196 Center Street; Frank La Grotta, No. 141 Marcy Street; Jacob Grimm, No. 220 Center Street, all of New York.

Geo. H. Raymond Co., glassware and pottery; New York City; \$25,000. G. A. Dessez, H. Ellis, J. H. Beresford.

Novelty Supply Co., Utica, N. Y.; \$100,000. H. M. Cooper, E. M. Newton, A. M. Daggett.

De Vargas Hotel Co., Santa Fe, N. M.; \$500,000. J. P. Wagner, M. A. Otero, G. W. Prichard.

Fountain Park (O.) Hotel and Sanatorium Co., \$100,000. C. A. Snyder, G. H. Woodrow, F. H. Bates.

G. W. Kearns Co., Zanesville, O.; glassware; \$50,000. C. E. Kearns, Geo. H. Stewart, G. T. Orr.

Greater Boston (Mass.) Illuminating Co., gas lamps; \$375,000. W. A. Rumpf, H. F. Merriam.

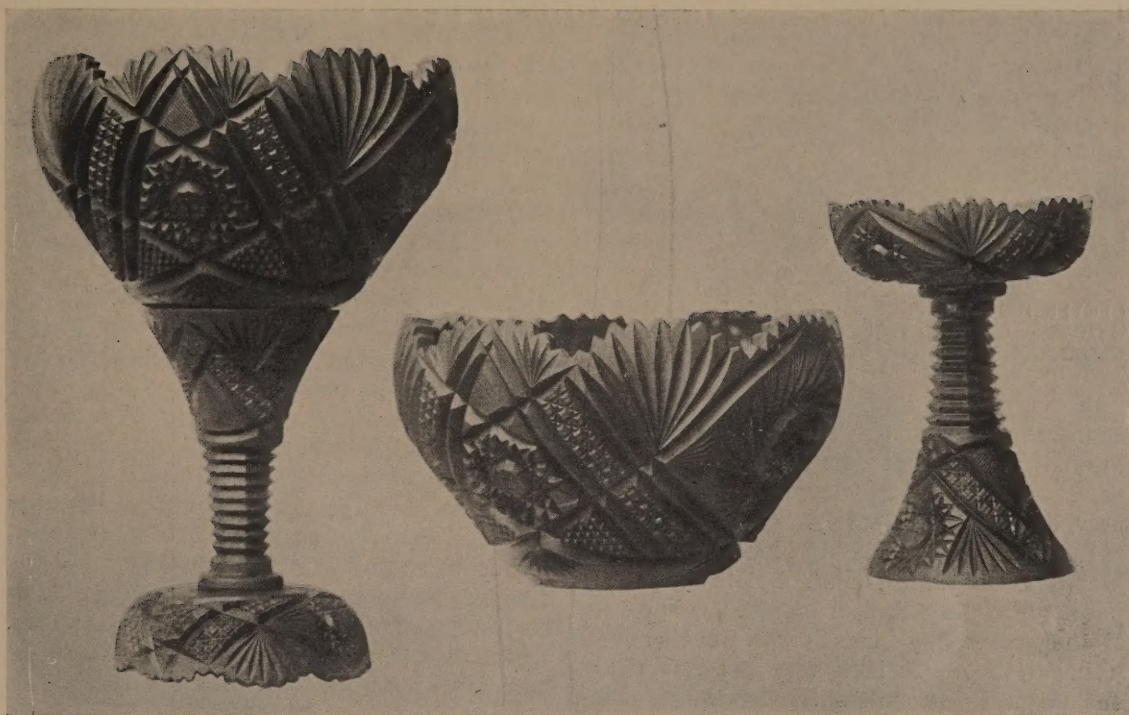
Official reports, just compiled, show forty-one glass establishments in West Virginia, employing 6,933 hands, with a monthly pay roll of \$279,279.



A WATER SET BEAUTIFULLY EXECUTED REPRESENTING THE "POPULAR PRICED"
IDEA IN CUT GLASS WARE * * * * BY KRANTZ, SMITH & CO.

PHOTOGRAPHED SPECIALLY
FOR POTTERY AND GLASS

* * * * COURTESY OF * * * *
KRANTZ, SMITH & CO.



CUT GLASS SECTIONAL PUNCH BOWL WITH REVERSIBLE STANDARD WHICH IS SELLING LARGELY IN CHICAGO KRANTZ, SMITH & CO.

ROUND ABOUT CHICAGO

A TALK with Chicago pottery and glass firms indicates a decidedly hopeful and optimistic outlook for future business; general conditions are favorable; increasing activity and a general uplift in the tone of the market is shown.

Things "look good" to the manufacturer and retailer and few complaints are heard over the recent dull season, the slack times of the past six weeks being accepted as the usual thing each year.

Fall orders are booked in large numbers, with more coming in each day showing a gratifying increase in volume.

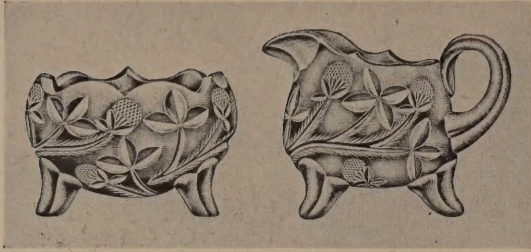
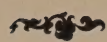
The Federal Glass Co. is adding a new decorating plant for enamel ware to its works at Columbus, Ohio. The decorating lehr is being installed by Mr. Harry Dickson of Pittsburg. The plant will soon be ready for operation and already orders running into six figures have been booked. This company is getting out a new line of imitation cut-glass, including a full set of tableware numbering more pieces than any set on the market. They also are getting out something new in Colonial tumblers, an exact copy of the famous Rochester cut 1250, which was the best seller of any Colonial tumbler made.

The Consolidated Lamp and Glass Co. reports business brisk, fall orders numerous. Their factories are running full force after a month's lay off for repairs and taking stock. The oil lamp business being almost a thing of the past, they are turning their time and attention to electric and gas globes with especial attention to globes for system lights, which have become so common throughout small towns and rural districts.

Mr. Andrews, of The United States Glass Co., says that their factories have run steadily throughout the year, except for two weeks for repairs. Orders have come in unusually early for fall trade with every prospect for a continuation of business to keep things humming.

They are making a specialty of the Puritan line, Kaiser cut, in goblet, wine, cordial, and saucer champagne sizes. They also have a handsome line of light etched ware in a large variety of designs in vases and odd shaped goblets.

Gillinder & Son, at 160 State street, had just received a large stock of fall samples, which they had arranged on the shelves, when a fire broke out back of them, on the same floor. For a time it seemed their place was



CLOVER PATTERN THAT IS SELLING WELL AT THE CHICAGO HEADQUARTERS OF THE QUAKER CITY GLASS COMPANY ♣ ♣ ♣ ♣ ♣ ♣

sure to go, but aside from injury from smoke and breakage the stock was comparatively uninjured; the nerves of the employees suffering the severest shock as they were on the sixth floor, but all escaped safely.

Just back of The Palmer House, at 167-169 Wabash Avenue, are a bunch of glass and pottery people. On the fifth floor are the headquarters of The Quaker City Glass Co. Mr. Chalmers, the manager, reports business very dull during July and August, few orders for immediate shipment, but many coming for shipment in the near future. Their factory at Philadelphia is busy, however. They are showing a new and effective pattern in a clover leaf design, in sugar, creamer, bowls and compotes, a popular design also, is a feather edged pattern No. 38. In the same quarters is The Queen City Silver Co. with a full line of up-to-date table and fancy ware.

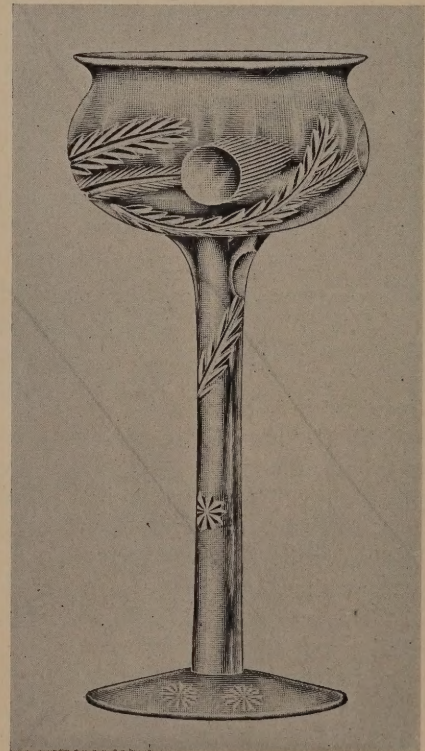
Just across the hall, H. Mankowitz, representing the H. Northend Co., of Wheeling, as well as The Cambridge Glass Co., has taken more commodious quarters in which to display their complete line of crystal as well as colored glassware. His especial pride is the new Florentine ware, made by the Northend people. It is entirely new. The color, an iridescent with a purplish cast, is exclusive; this company being the only producers of it in this country. It is made in novel shapes, for card trays, vases and bonbon dishes. Sharing the same room are H. L. Alexander, with a large line of enamel ware made by the Coonley Mfg. Co. Clyde, Ill., and the Martin's Mercantile Co., producers of plain as well as mounted plateaus, mirrors, clocks and fancy jewelry. In the same building is L. B. Hefter of the Geo. H. Bowman Co., with a fine line of imported china, brass and house furnishings.

On the fourth floor, is the A. A. Vantine Co., one of the largest importers of Japanese ware, Oriental perfumes, pictures and novelties. The most striking among the beautiful china shown,

is the Kinran ware. In the four hundred shapes and designs are shown excellent examples of the original conception and taste in decoration peculiar to the little Japs. The decoration is so cunningly applied as to present the appearance of being heavily embroidered in silk. This is produced by tiny balls of glass being pasted on and imbedded in the ware and outlined in gold, before the firing.

The Pittsburg Lamp and Glass Co. have a fine display in the same building. Illustrations of their productions appeared in POTTERY AND GLASS last month but we are presenting another type of Mission hanging lamp, new in design and of the quick selling variety.

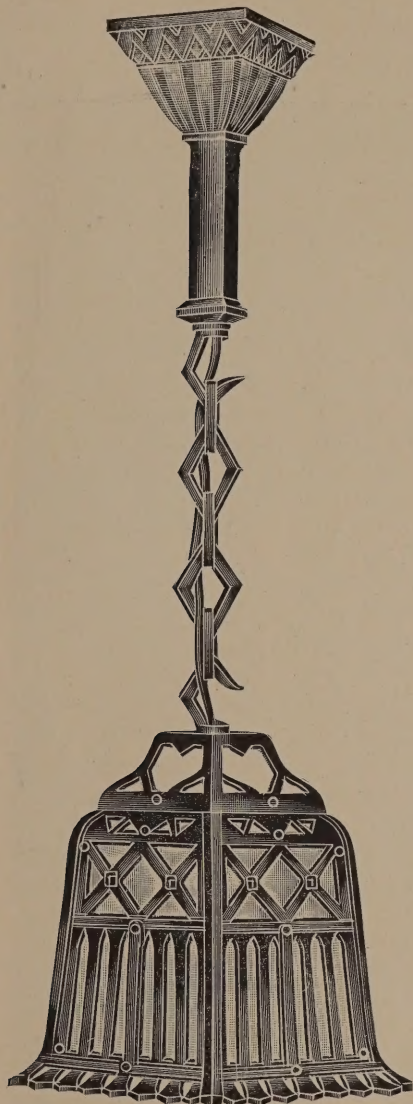
The Gates Pottery has designers at work, constantly bringing out new designs, so that the Teco ware will never become monotonous, for as new shapes are added, old ones are dropped, thus insuring the buyer against numberless repetitions of the same design. They report that the season's business has held its own with last year, with some improvement and bright prospects for the future. Their goods are all finished by hand and are of a soft green, with dull finish, very restful to the eye. Their ware is appreciated at home, as is evidenced by the fact that Marshall Field & Co. have the ex-



NEW FEATHER PATTERN STEMWARE BY THE QUAKER CITY GLASS CO. ♣ ♣ ♣ ♣

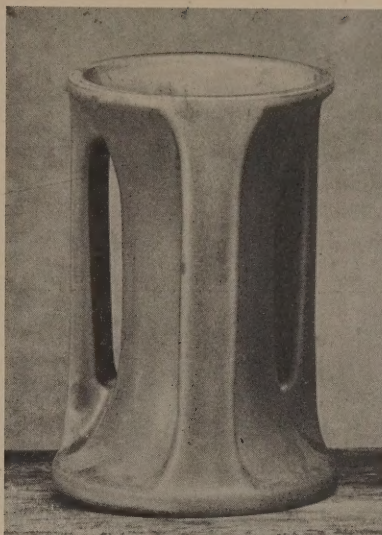
clusive sale of it and recently saw fit to devote an entire window to showing Teco ware, which made a very strong impression.

To the average housewife, a punch bowl is more or less of a "white elephant" on her hands, to be cared for constantly with occasion-



ANOTHER TYPE OF MISSION HANGING LAMP BROUGHT OUT RECENTLY BY THE PITTSBURGH LAMP, BRASS & GLASS CO. ❖ ❖ ❖ ❖

al use for it on "state occasions," once or twice a year. Krantz, Smith & Co., of Honesdale, Pa., "the home of cut glass," has improved on the old style clumsy cut glass punch bowl by making it in two pieces; the top removed serves as a bowl; the standard is reversible and may be used as a vase or compote as desired. When assembled again, its appearance is the same as the one-piece article. This company also has



ONE OF THE NEW SHAPES FROM THE GATES POTTERIES ❖ ❖ ❖ ❖

a taking article in a cut glass cigar and ash tray. It is tub shaped, very heavily cut, with four indentations on the rim for cigars—also another design in a flat shape. That these are popular sellers at \$1.25 each goes without saying. The United States Cigar Co. have made a large purchase of them.

M. G. W. Sell, a member of Krantz, Smith & Co., was in Chicago the first of August on his return from a pleasure trip to the pacific coast country and the Seattle Fair. Their factory has run during the entire year and business is in sight for another prosperous year.



ANOTHER NEW FORM FROM THE GATES POTTERIES



THE ENGRAVING OF FRUITS AND FLOWERS IS AT THE PRESENT TIME
IN GREATEST FAVOR WITH THE DISCERNING BUYER ❖ ❖

PHOTOGRAPHED SPECIALLY
FOR POTTERY AND GLASS

❖ ❖ COURTESY OF ❖ ❖
JOHN N. ILLIG, CORNING, N. Y.



CHARMING LOTOS PATTERN INTERPRETED UPON BLOWN GLASSWARE BY THE PANTOGRAPH NEEDLE ETCHING MACHINE          BRYCE BROTHERS COMPANY

ENGRAVED AND ETCHED GLASSWARE

HOW THE POSSIBILITIES OF ENGRAVED GLASS EMBRACE THE WHOLE REALM OF PICTORIAL ART—WONDERFUL WORK OF THE PANTOGRAPH NEEDLE ETCHING MACHINE

MANY connoisseurs believe that engraved glass represents the highest attainments in the sphere of ornamental glassware. Its beauty is founded not in the prismatic colors produced by angular facets as in cut glass, but rather in the possibilities of the representation of curved lines as opposed to angles; and therefore, it extends itself not only to fruits and flowers in their natural and conventionalized forms, but also to the portrayal of classic designs and the like. In the last analysis it includes the possibility of the representation of any object of art; its possibilities are coextensive with the possibilities of the whole realm of pictorial art. The engraving of fruits and flowers is at the present time in greatest favor with the discerning buyer, as it is evident that therein is contained the perfection of expert workmanship. Yet there is great distinction in engraved flowers. A flower may be engraved, which, while it has the perfection of the natural form, yet it may lack the delicacy of shading which is entirely necessary for the execution of a perfect flower. The process of manufacture comprises the marking of a plain blank with white ink, then the engraving according to the marking, which is done by a copper wheel and with the best imported emery together with sperm oil. The wheels vary in size from one of six inches to those which can barely be seen with the eye. A prime requisite is that the blanks be made of the best metal glass, and in color, as near as possible to clear brook water.

The recent rapid growth in the demand for fine grades of engraved glass attests its popu-

larity. Of course this is more or less due to the fact that modern processes of manufacture have materially reduced prices from the almost prohibitive standard that formerly prevailed. The production of high and standard grades of engraved glass in America has now reached a state of great perfection at prices within the reach of the average patron. For instance, the engraved glass made at Corning, New York, is of high standard quality but it is sold at very reasonable prices, probably fifty per cent. of the rates demanded less than ten years ago. These moderate prices dispose of the bulk of the ware manufactured, while still more expensive ware can be turned out promptly to special order. One manufactory at Corning, New York, was only recently established by John N. Illig, but indications point to a rapidly growing trade. The engraving department is under the personal direction of Mr. Illig, who is sole owner. His education in the glass business has been thorough and has extended over a long term of years. Mr. Illig learned his trade and practiced it at the St. Louis Glass Factory in Lorraine, Germany. His experience was broadened with Emile Gallé and with the firm of Daum Freres, both of Nancy, France. He took a course in general designing at Paris, studying there the products of the best masters of the art of engraved glassware (we here refer especially to Monsieur Mitchell of Paris). As a result of these years of study and practice Mr. Illig was awarded, by the Paris Exposition, a diploma of honorable mention for work done on an exhibit which received a territorial award.



THE LOTOS DESIGN IS EMPHASIZED IN GRACE AND CHARACTER BY THE SUSPENDING STRAIGHT LINES

Seven years ago Mr. Illig came to this country, dividing the intervening time between the firms of Messrs. T. G. Hawkes & Co. and Messrs. H. P. Sinclair & Co., both of Corning.

One of the most interesting introductions of American made glassware this year is to be found in a complete line of blown glass stemware and tumblers manufactured at Mt. Pleasant, Pa., by Bryce Brothers' Company. They have gone back almost to the beginning of things and have found in the lotos flower a motif which the Nile country adopted almost as an emblem of the highest development of ancient Egyptian art. This decoration which is reproduced in faithful form and proportion, and in not too crowded repetitions, is emphasized in grace and character by suspending straight lines which add much to the full beauty of the forms of the glasses (see illustration of stemware, showing from left to right, goblet, parfait, claret, champagne, wine, cocktail and brandy), and tumblers, 7, 8, 10, and 14 oz. and ice cream.

This charming decoration is interpreted upon the glass by the pantograph needle etching machine, and is exquisitely rendered with a degree of perfectness and delicacy impossible by other methods. The ware itself is of high grade crystal glass of great transparency and finish, and is hand blown; in fact, Bryce Brothers' Company make no pressed glass, confining their entire product exclusively to fine grades of blown ware. It has been said that their factories turn out the largest variety of stemware of any other glass house in the country. They are constantly introducing new styles of attractive designs and the lotos pattern referred to above is, in reality, only one of about a dozen new lines brought out by them this year. All these interesting styles make a grand showing in the handsomely appointed showrooms of J. D. Dithridge, the New York agent, at 25 Broadway;

but the lotos decoration forces itself upon the buyer's attention at once as it embodies so many good reasons why it should prove to be a good and ready seller. It is finding its way into many new stores where only choice lines of imported goods of this kind have formerly been dealt in, and those who are handling it say they have no trouble in making sales to their best class of customers.

NEW PROCESS OF GLASS DECORATION

A new patented process is described in the *Deutsche Töpfer-und Ziegler-Zeitung*, for the decoration of glass. It is remarked that the usual process consists in the application of a layer of enamel, on which the design is impressed by means of transfer pictures, when the object is again fired. Another method is to fire both enamel and picture at the same time as the object to be decorated. The latter process, it is remarked, is not applicable, when the objects to be decorated have a lower melting point than the layer of enamel. The new patent is based on the fixing of pictures on glass surfaces with the assistance of a flux, without the necessity of bringing the enamel with the picture to the melting point.

SYRIAN GLASSWARE

This ware, which attracted attention at a recent exposition organized by the Berlin Royal Museum, owes its brilliant effect to a desire to imitate metallic effects, the use of precious metal drinking vessels being forbidden the adherents of Ismalism, according to the *Keramische Rundschau*. The fourteenth century was the most flourishing period of this art. Mosque lamps of artistic design bear witness to the taste and skill of Syrian glass artificers.

GATHERED IN GOTHAM

By A. N. EISEMAN

WITH the tariff bill at last signed, there has ensued an appreciable improvement in the disposition to place orders. This fact is not only evident in New York, but likewise on the road. The manufacturers of pottery and glassware throughout the country report a pronounced change of attitude on the part of merchants. Instead of the hesitant, over-cautious manner in which they felt their way, figuratively speaking, for months and months before, the retailers have now started to purchase with a freedom and air of confidence that presages a fine fall season.

The scene in the local wholesale district is in pleasant contrast to the conditions which prevailed here a year ago at this time. The excursions of the Merchants' Association, three of which occur this month, have been attracting good-sized delegations of buyers to the New York market. Of course, the influx of purchasers hasn't been of such great proportions yet as to embarrass the selling facilities of any of the houses in the wholesale district, but there has already been a lot of business in circulation and everyone seems to be pretty well satisfied with the results to date.

There has been no marked change so far in the state of retail trade here or in Brooklyn. But this fact is not occasioning any alarm. Residents of Greater New York are notoriously poor shoppers during the summer months. The desire to save enough to enable them to enjoy vacations at the shore, in the mountains, out in the country, or on sightseeing journeys at home and abroad requires them to economize in the purchase of both necessities and luxuries for the time being. Consequently, no very noticeable improvement in shopping can be looked for until, at least, the rush to Coney Island, Asbury Park and other popular resorts begins to abate.



Another ornament to the trade passed away recently in the person of James S. Robertson, who had for over fifty years been identified with the merchandising of crockery. He was essentially a gentleman of the old school, who clung to early notions of integrity with a tenacity that won and retained the admiration of every business associate. From the commercial viewpoint of today, Mr. Robertson was thoroughly old-fashioned. In the parlance of the day, he

might properly have been regarded as "behind the times." Possibly he was, but he leaves behind the priceless legacy of an honored name and the memory of a character that was gentle, sympathetic and robustly honest. To the credit of the gentlemen with whom he was for years so closely identified in a business way, it should be said that Mr. Robertson did not die without first having been personally impressed with the fact that he was fully appreciated. Only a little more than a year ago, he was the guest of honor at a dinner tendered by the men who were his competitors in the sphere of commerce. Could anything have more substantially indicated his beauty of character?



Mr. Out-of-Town Merchant, before you shoot through the new North river tube and disembark at the Cortlandt street terminus this fall, you had better acquaint yourself with some of the business changes that have occurred here since your last visit. For your benefit, particularly, we herewith mention a few of them. George H. Woodworth, formerly with S. A. Weller in Zanesville, O., is the new manager of the Weller showroom at the corner of West Broadway and Park place. The Novelty Stamping Company, with H. S. Lincoln in charge, has leased a loft at 28 West Broadway. E. Bergman & Son, 25 West Broadway, have added the Buxton-Beatty Pottery Company's line to their exhibit. A. A. Bean, 25 West Broadway, is the new local agent of Turchin & Co., Inc., brass goods manufacturers. William M. Warrin, 25 West Broadway, has taken the New York agency of the J. W. McCoy Pottery Company. H. P. Reed leased a showroom at 25 West Broadway for the display of bottles, etc. A. R. Marayatt removed his china importing salesroom from West Broadway to 32 Park Place.



We have become pretty well accustomed to the habit which many salesmen and their employers have cultivated of dissolving their business relationship at the end of the twelve-month. The changes at that particular period of the year, in fact, have become so common that the announcements scarcely inspire comment. But it begins to look as if January 1 is to no longer enjoy a monopoly of these resignations, retirements and dismissals. The future, apparently, is to witness a semi-annual

shifting of positions on the part of salesmen. This impression is gleaned from the fact that during the past two or three years an abnormally large number of changes have been recorded just before the advent of the fall season. This year presents no exception, as a perusal of the list given herewith will demonstrate. Charles A. Postley signed with Herzfeld & Meyer, this city, fancy goods and toys. A. F. Lemcke engaged with John Wygand & Company as western traveler. A. P. McPherson left Carlowitz & Company to become manager of the Geo. H. Bowman Company's New York office. Otto Kosmahl accepted a berth as western tourist for Bawo & Dotter. William L. Young opened his first tour as Eastern and New England order-booker for the Smith-Phillips China Company. Meyer Schoenthal opened a middle western tour with William F. Upham's cut glass samples. Preston Plumb, formerly an indoor salesman for Maddock & Miller, was sent out on his first road tour for the firm, with the South as his territory. Frank S. Crowl took charge of the Middle West for the Smith-Phillips China Company. Joseph Burroughs has started East with samples from Vogt & Dose and the Jewel Cut Glass Company. John Patterson, formerly with A. H. Heisey & Company, signed with the McKee-Jeannette Glass Works and is campaigning through New York and New England.



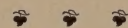
Buyers are so familiar with the line of the Duncan & Miller Glass Company that it seems quite unnecessary for us to indulge in any extended reference to it. But the fact is worthy of comment that Paul Joseph, who represents the firm at 55 Park Place, has just received an assortment of glass coasters that ought to be seen. These coasters include a six-inch size that is designed to catch the drip of an ice pitcher or to hold a vase and other large pieces which cannot be accommodated by the regular size coaster. The six-inch coaster promises to prove very popular, for the need of a larger size than was heretofore made has long been felt.



So many unlooked-for changes among buyers have developed during the past few years that the trade long ago ceased to gasp in surprise when a prominent personality surrendered his position. Still, it was not without a feeling of astonishment that men identified with the business learned recently of N. H. Gardinier's resignation from the post of buyer for Jordan, Marsh & Company, Boston. Like a great

many other distinctive figures in the crockery and glassware market, he was pretty generally regarded as a fixture in the city of culture and beans. His case offers another striking illustration of the kaleidoscopic character of the buyer's life. James S. Hanning, formerly his assistant, succeeds Mr. Gardinier, who, by the way, is looking for an engagement.

Miss M. Hymen, who was for seventeen years connected with Rothschild Bros.' department, Ithaca, N. Y., also resigned and proposes to locate in New York. R. M. Wright has given up his berth as buyer for L. M. Blumstein, this city, Edward J. Scherer, formerly salesman for Edward Boote, the English importer accepted an engagement with the Steinbach Company, Asbury Park.



"Time cannot wither nor customs stale, etc.," wrote Shakespeare. While it is true that in thus expressing this sentiment, the bard had no allusion to the Warwick China Company's product, the quotation is decidedly applicable to the Ioga line from that factory. Instead of diminishing in popularity, as so many fancy pottery lines do after a certain period, the Ioga seems to be gathering about it as time progresses an even wider circle of admirers. There is a reason for it, of course, and the best way for buyers to determine the cause is to visit 76 Park Place, where Theodore Frankel is in charge of the sample exhibit.



Among the glassware specialties of which William Dealing is exploiting the virtues at 25 West Broadway is a lemon juice extractor that is both simple and sanitary. It is the product of the Cambridge Glass Company. The extractor is so constructed that the seeds are retained in the dish. It is covered by United States patent now and patent rights in England and Canada have also been applied for. The very simplicity of the contrivance guarantees its popularity among housewives who have been obliged to wrestle for years with extractors that didn't satisfactorily extract.



There is now being exhibited by Bawo & Dotter a line of white and gold fancy goods that will probably attract the interest of buyers this fall. The shapes represent a wide variety of original ideas in modeling and the decorations which clothe them are neat and novel. The assortment of plates is especially extensive with regard to sizes. There are also many selections to be made in the way of cups and saucers.

PENCILINGS OF POTTERIES

EXCELLENT feeling prevails in the potteries both east and west. Orders have been placed in larger volume this month than last and that is saying a good deal more than we could have said last year at this season. Buyers are placing large orders, too, which are not confined to cheap wares. Expensive sets and high class novelties are being bought and those manufacturers who have prepared for large business are now able to verify their "I-told-you-so's" of several months ago.

Industrial conditions are daily becoming brighter, and the business depression that followed the financial panic of two years ago has practically been obliterated as far as the domestic pottery trade is concerned. Trenton manufacturers report greater industrial prosperity than they have experienced for years, and it is much the same in the Western pottery field. There has been a gradual improvement in the character of ware the pottery manufacturers of the United States have been making, as has been shown from time to time in POTTERY AND GLASS and this has had considerable to do with increased sales.

The potteries about Crooksville, which make stone ware, do not report as much improvement in trade as do those of the countries farther east where table ware is made. However, they are preparing for a big fall business and expect to show up well at the end of the year.

The joint conference between the labor committee of the United States Potters' Association and the conference committee of the National Brotherhood of Operative Potters will take place at the Fort Pitt Hotel, Pittsburg, August 24. After this meeting it is to be hoped that manufacturers and workmen will settle down with a certainty of a full and profitable year's work under conditions that will be agreeable to both employer and employee. The 39 demands formulated by the National Brotherhood of Operative Potters at its recent convention in Atlantic City will have to be threshed over, and this will be no light task. An agreement will also probably be reached by which the new scale of wages can be signed October 1.



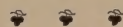
East Liverpool.—The American Import Co., San Francisco, will represent the Colonial Pottery Co. and the Warner-Keffer China Co. on the Pacific Coast.

Operations have been resumed at the Goodwin pottery.

The following changes have been made in the Colonial Pottery Co. Chris Horton, treasurer, assumes management of the decorating department, while William H. Robinson, who has been in the warehouse, has been appointed assistant sales manager and Superintendent of the shipping department.

J. C. Deens has gone West and South in the interest of the D. E. McNicol Pottery Co. This plant is working full time, and a number of new treatments are being shown on their dinner and plaque lines.

At the annual meeting of the stockholders of the Homer Laughlin China Co. the following directors were elected: Edward L. Carson, Marcus Aaron, Julius Goetz, William Erlanger, Cornelius P. Kitchell, W. Edward Wells, George W. Clark, Charles I. Aaron and L. I. Aaron. The directors organized by the election of these officers: President, Louis I. Aaron; vice presidents, Charles I. Aaron and George W. Clark; secretary and treasurer, W. Edward Wells. The report of officers showed that the company was handling a larger volume of business than ever in its history.



The Klondike Pottery of this place now employs 250 hands and is rejoicing in prospects of a long and continuous run. Orders in abundance have been received by the company and prospects are brighter than for months past.



Wheeling, W. Va.—The Warwick China Company which was closed down for two months is now in full operation with over one hundred hands at work. Extensive repairs were made during the shut-down. The company has sufficient orders to keep the plant in operation for several months.



Chester, W. Va.—The clay departments at the plant of Taylor, Smith & Taylor Co. have resumed operations. Good business is reported from the salesmen who are out on the road.

The Edwin M. Knowles China Co. are doing a huge business. The plant is running full time, and many future orders have been booked. All their dinner patterns are selling well, and the jug line is proving as popular as ever.

Sebring, Ohio.—The French China Co. is adding from five to seven kilns to the capacity of the present plant. This involves the construction of two additional buildings, one of 60 x 250 feet, and another 15 x 100 feet.



Beaver Falls, Pa.—The Mayer Pottery, which was idle for only a short time in order that repairs could be completed, has resumed operations in full.



Trenton, N. J.—R. H. Wainford has returned to England after having made arrangements with a local concern to handle his scouring machines in this country.

Business is rushing at the International Pottery.

Work has practically come to a standstill at the plant of the defunct Willets Pottery, and it will now be offered for sale by the receiver, Leslie C. Pierson. The property can probably be had cheap.



Rock Springs, Ind.—After a three-year suspension, the Rock Springs pottery works has resumed.



Big Rapids, Mich.—This town is trying to secure the new branch pottery of the Owen

China Co., which is expected to employ 100 men.



Brazil, Ind.—The pottery in connection with the Chicago sewer pipe plant has not been in operation for two years and will be remodeled for the manufacture of tile.

Mr. A. H. Zimmerman, a Brazil man, has completed his new pottery at Bloomingdale and is now operating it.

An unfortunate instance of the workings of fate is that of The Carbon, Ind. Clay and Coal Mining Co. Two years ago they built and equipped a factory with everything necessary for an up-to-date pottery, with a competent superintendent whose son had graduated from an eastern ceramic school. But unfortunately, the buildings and machinery cost more than anticipated and when completed there was no money left for operating expenses. The town had given free land, clay and coal and taken stock in the company, but dissensions arose among the stockholders and for two years it stood, new and spick and span, but not a wheel was turned. Unable to agree upon a sale, a receiver was appointed and the plant was sold and, as is usual in a forced sale, for about one fourth of its value. It has been refitted with machinery for producing tile and sewer pipe and the china ware world has one less competitor.

❦ GLIMPSES OF GLASS HOUSES ❦

THERE is a real anomaly in the glass business this year in that the cheap lines of ware do not seem to be in nearly so great demand as the more expensive or at least the moderate priced lines. Factories making the higher priced goods all appear to be the busiest, although manufacturers generally are satisfied that they are getting a pretty full quota of orders at this season and all report excellent prospects for fall and winter trade.

Factories are generally being operated to their full capacity, and most of them indulged in very short shutdowns this summer.

Many of the popular priced plants are overcrowded with orders. Orders for tumblers and jellies continue to come in in great volume, and the ten-cent trade is clamoring for more novelties than can be immediately supplied.

The cut glass trade has picked up wonderfully and orders have been received in large volume during the past month as compared

with the four or five months previous. The bulk of these orders, however, seems to cover popular priced articles—bowls, especially; orders for higher priced goods for the holiday trade have hardly commenced to make their appearance as yet.

Souvenir lines have been somewhat disappointing this year, although there is always a large demand for this class of goods.

In the western field manufacturers and jobbers note that not as many buyers have called on them during the past month as were expected; but, on the other hand, orders by mail have been more than ordinarily numerous and gratifying.

All of the pressed glass manufacturers report business as good, and prospects of long and continuous runs are steadily materializing.



Pittsburg.—The report of the president of the United States Glass Company read at the annual meeting August 18, shows that, not-

withstanding the depressed condition of the glass trade and the general adverse conditions that have prevailed throughout the business world during the past fiscal year, the company's trade has been extended in such a way that the coming year promises to be the best in its history. A reduction of more than thirty per cent. has been made in the bills payable of the company, and it has increased its amounts receivable forty per cent., while its cash has increased 300 per cent.



Jermyn, Pa.—The Laurel Cut Glass Company made a quick recovery from their recent destructive fire. The new plant was rushed into working shape and manufacturing is now going on practically to as full capacity as before the fire.

President H. McAfee, of the Consolidated Lamp and Glass Company is again at his office after a trip East, and operations have been resumed in full at the Coraopolis factory.

The Phoenix Glass Co. has started operating again. The size and number of orders coming into the offices indicate a bright outlook for fall business.



Rochester, Pa.—Plans for the resumption of all shops of the Rochester Cut Glass Co. have been completed, and the management is prepared to continue operations throughout the remainder of the year. The office has been renovated and the sample room increased.

The Fry Glass Company of this place is planning to put in an additional furnace.

The Rochester Tumbler Works, the old glass plant of the National Glass Company, was put in operation the first week in August, after being shut down for nearly two years. Two furnaces and the pressing and blowing departments were in operation, giving employment to 500 men. As soon as the other furnaces are got into shape they will be put in commission. It is stated that members of the union are not to go to work at the plant until such time as the management recognizes the union and agrees to pay the wage scale. Officials of the American Flint Glass Workers Union have been here in a conference with the officers of various locals in this section in regard to the members going to work at the Tumbler works, which it is alleged will be operated as an open shop.



Brazil, Ind.—This town, which is known as the clay and coal mining center of the middle

west, bids fair to be equally well known as a "glass town." Extensive tests have been made of sand here with favorable reports, and as a consequence two large plants are locating here. One company with a capital stock of \$100,000 will put in a large plant for manufacturing bottles of all kinds.

A plant is also being built for making sanitary ware. Brazil has a factory promoting club which platted a tract of land, selling the lots and realizing a sum of \$190,000 for procuring factories. The above companies received large bonuses, as well as a large piano factory which is being built here.



Wheeling W. Va.—The Cambridge, O., Glass company, has two of the three furnaces in blast.

The Central is running full, with excellent prospects.



Dunkirk, Ind.—Another tank has been started at the Indiana Glass factory, which means that one hundred men and boys will be furnished employment. With the starting of this tank the factory is again running in full capacity with three tanks in operation.



Newark, Ohio.—A. H. Heisey & Co. have rewarded their workmen making the largest percentage of good ware. Twelve thousand dollars were distributed among the different shops.



Martin's Ferry, O.—During the shutdown a number of improvements were made at the plant of The Haskins Glass Co. Operations have been resumed in full. Orders have been coming in steadily and it is believed that the factory will continue active throughout the fall.



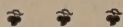
Clarksburg, W. Va.—Everyone here now seems to have accepted as a foregone conclusion that Clarksburg is to be the site for a large bottle plant. William S. Walbridge, W. S. Bock and M. J. Owens, of Toledo, O., have been here and left much encouragement about settling in this place.



Moundsville, W. Va.—The Fostoria Glass Company is doing a large volume of business. Their etched and tableware lines are in great demand, and they are making a big run on these goods. Orders for their lamp line are being filled as never before and this company looks to do a larger business this year than ever



before. Several new styles have sold even more largely than expected and the factories are working hard to fill orders.



Mannington, W. Va.—Work has commenced on rebuilding of another glass plant on the site of the old Mannington Glass Works, by Manager Tuttle of the Mannington Glass Works Co.



Cumberland, Ind.—The Wellington Glass Company has been organized with the following officers: President, ex-United States Senator George L. Wellington; vice president, City Councilman John P. Schellhaus; secretary and treasurer, Matthew H. Sloan. The three officers named are the directors for the first year. The authorized capital is \$50,000. A limited amount of the stock will be issued to the public, the employees of the new company and of the Potomac Glass Company, which is operated by the same interests, being preferred to receive it. The plant has been idle for about five years. It had been operated by the National Glass Company, which afterwards went into the hands of receivers and was taken in by the holders of the first mortgage bonds, from whom Ex-United States Senator George L. Wellington bought it at a great bargain.



Vineland N. J.—The New Jersey Clay Pot Company, at Vineland, has given out a contract for the erection of a brick building fifty by one hundred feet, in which to manufacture pots and fire clays used in the glass business. It will be the first factory of the kind east of Pittsburg.



Olean, N. Y.—The Smethport Cut Glass company is resuming operations under most favorable auspices. L. W. Kimble, late of the Pairpont Corporation, of New Bedford, Mass., is the new manager of the plant.

BUYER FOR FOUR STORES

Chas. Piers has been made general merchandise manager of the four establishments comprising the Siegel Stores Corporation—viz., Siegel-Cooper & Co., Chicago; Henry Siegel Co., Boston; Simpson-Crawford Co., and the 14th Street Store, New York. His headquarters will be at the Simpson-Crawford Co., Sixth avenue and Nineteenth street, New York.

TRADE NOTES

William Palman will open a dry goods and crockery department store on Main Street in the west half of the Mills block, Tecumseh, Mich.

Mayor Schanholtz will open a crockery and tinware store at 26 Hiram St., Brunswick, N. J.

S. T. Lee will soon open his new store at 73-75 William Street, New Bedford, Mass., with a large stock of crockery, china, glassware, etc.

Roy Carter has opened a racket store at Council Bluffs, Ia., in the "Bloom Building" to be known as "The Comet."

Robert Schuster has leased the west room of his business block on Broadway, Lincoln, Ill., to Chicago parties, who will open a 5 and 10 cent store about August 1.

Levi Olikier's department store at Fairmont, W. Va., recently sustained a loss of \$38,000 by fire.

Charles Allen and Cliff Duncan have opened up the old Tood ten-cent store at Monmouth, Ill., and are putting in a complete new stock of novelties, etc.

The department stores of Hammond & Cook and Burns & Taylor were destroyed in the recent big fire at Monticello, N. Y.

The Wardwell Co., Cleveland, O., which handled an extensive line of china and glassware in addition to other lines, failed. Assets, \$12,000, liabilities, \$15,000.

The John Cassidy Co., Toronto, Ont., has absorbed the McMahon & Broadfield china and glassware business in that city.

WOOLWORTH SYSTEM IN ENGLAND

A similar corporation to that of F. W. Woolworth & Co., which operates a chain of 225 "five and ten cent" stores in the larger cities of the United States, has been registered in England, with the American Woolworth company as the principal shareholder. The English company has a capital of \$251,250, divided into 5,000 preference shares of \$50 each and 5,000 ordinary shares of 25 cents each.

The stores have not been opened as yet in England, but the preliminary work has been accomplished, and in all probability the early fall will see stores in operation in a majority of the larger cities of Great Britain. President Woolworth is now in London, accompanied by Messrs. F. M. Woolworth, Miller and Balfour, who will have the active management of the British company.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

"THE GREEN BOOK"

A Monthly Magazine Devoted to the Interests of the Pottery, Glass, Lamp, Art Metal and Allied Industries

GLASS AND POTTERY WORLD, Founded 1893.
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THE VALUE OF ILLUSTRATIONS

THIS is an age of pictures. A picture conveys an impression that no amount of word description can approach. It has a direct and impressionable influence upon the reader and is the next best thing to a personal inspection of the goods.—*The Canadian Pottery & Glass Gazette* for July.

Our Canadian contemporary hits the nail squarely on the head. But while that admirable and entertaining gazette thus editorially exhorts advertisers to embellish their advertisements with illustrations, POTTERY AND GLASS goes right ahead and gives to its readers in its text pages pictures which are photograph-

ically faithful reproductions of desirable wares, whether the manufacturers of such wares are advertisers or non-advertisers. If the wares merit special attention they will be found not only pictured but also described in POTTERY AND GLASS. In other words, POTTERY AND GLASS is published for its *readers*, and a great majority of its readers are those who deal in, and therefore buy, pottery, glassware, etc. They are entitled to help and guidance in making their selections—that's what they pay their subscription money for. On this account POTTERY AND GLASS is constantly on the lookout, far and near, for new styles and goods which offer money-making possibilities. These are constantly being specially photographed in order that they may be duly and faithfully presented in true picture form to the buyers of this as well as other countries—Canada included. POTTERY AND GLASS does not get a penny from the manufacturers for thus presenting their wares to the buyers; but it does thus maintain its gratifying circulation, which is the very life blood of every publication. This is accomplished by making itself of real business value to every buyer who reads it—and now nearly every buyer of any consequence does read it and feels that he must, in order to keep himself posted. And the pictures have proved, during the past year, that they are as important in this respect as the text matter accompanying them.

POTTERY AND GLASS does not withhold the names of the manufacturers or importers—it is just as important for the buyers to know where they can obtain the goods as it is to see the pictures of them. The pictures are doing a great work both for the buyer and the manufacturer, because they represent commercial possibilities of buying and selling at the present time. One illustration of ware made yesterday and placed on sale today accomplishes more in a business way than a dozen pictures of pieces selected from museum outfits—no matter what their sentimental or artistic value may be. You can't buy nor sell museum antiques commercially.

POTTERY AND GLASS is a commercial medium, not a connoisseur's compendium nor an entertainment bureau.

If you are connected with our industries in any way and are not a subscriber to POTTERY AND GLASS you are the loser.

What the Canadian publication has to say about pictures is true—POTTERY AND GLASS intends to continue them.

HOW PROHIBITION AFFECTS THE POTTERY INDUSTRY

WITH the progress of prohibition there naturally arises the question of how far this will affect the pottery industry, in so far as the matter of jugs is concerned. It is a fact that in the past a considerable number of jugs have been sold for the purpose of shipping or holding liquors, and that the sale of this line of earthenware for the single item has been very great. While it is also true that jugs are used for a great many other laudable purposes, the growth of the prohibition movement is one that has given the pottery manufacturers considerable concern in the past year or so.

From present indications it would appear that, in spite of the efforts of those who are not in favor of this radical means of doing away with the liquor traffic, there has been considerable headway made in many localities by the prohibition advocates. The matter is still being very seriously agitated, and the end is not yet. In some of our southern states at least the matter has taken on a serious form, and the increase in the number of prohibition counties in other localities is such as to cause considerable attention on the part of all those whose business interests are in anyway involved.

With reference to the matter itself, as to its rights or wrongs, we have naught to say. That is for each man to decide for himself; but that the continued increase in the matter of excluding the sale or use, to say nothing of the manufacture of liquors, will seriously affect at least a number of industries, is apparant to all thinking men. Among these is, of course, that of the pottery people. With a number of them the manufacture of jugs is a large portion of their industry, and while there would still be a good demand for jugs for other purposes, even though the sale of liquors was entirely prohibited, it would at least cause a decided falling off in the demand that would have some disastrous effect on their business.

From time immemorial there has been a great regard for the earthenware jug. It has held a place in the homes of many of us in our boyhood days, and even though it held nothing stronger than "blackberry cordial" or "apple cider," it has been as a part of our very existence, hidden away in the dark recesses of the cellar. At other times the jug has been given to more spirituous uses, and the "old mammy" on the plantation in the days "befo' de wah," who

had a "misery," in the waning days, or the Kentucky colonel who made his "juleps," or the Yankee his toddy," it matters not. The jug is a sacred thing to all of us, and it seems that it would be a sad day when the doom of its usefulness was sealed to a considerable extent by the ardent prohibitionist.

Aside from this view of the matter, it involves a question of usefulness that will be watched with eagerness by the pottery manufacturer, and he continues to hope that there may be a means of permitting this article of usefulness to be held in the same esteem in which it has been held during all these years. He has a considerable issue at stake, and he depends upon the sale of this commodity to keep his business thriving.

Aside from the facetious side of the matter it has its serious aspect, and it is one that is causing a number of those engaged in the industry to keep their weather eye open for further developments. That it would be considerably affected by the general adoption of prohibition is recognized and to meet this change, should it come, will at least be an unpleasant task for the manufacturer who has a considerable portion of his plant devoted to its manufacture. Already there has been a change noted as regards the number of orders, and there seems to be warning sounded that may bring about a revolution in some respects to the manufacturers of this time-honored receptacle for liquids, both good and bad.

❧ ❧ ❧ NEW BOOKS

HISTORY OF THE CLAY-WORKING INDUSTRY IN THE UNITED STATES. Published by John Wiley & Sons, New York; 270 pages, price \$2.50 net.

A very complete history of the clay-working industry of this country has just been issued by John Wiley & Sons, New York. It is the work of Heinrich Ries, Ph. D., and Henry Leighton, A. B. Each State in the Union is treated separately and the work shows a careful and painstaking research.

The book is illustrated with pictures of a large number of potteries of the present day while the text matter deals with the history of many branches of the industry from the earliest times.

Well arranged tables of statistics show the growth of the trade both domestic and import. There are also interesting and valuable references to raw materials.

MINIMUM AND MAXIMUM RATES AND THE "COST OF PRODUCTION" BUGABOO

NOW that he has signed the tariff bill President Taft is seemingly resolved to adhere to the notion of getting more complete information on the costs of production on various manufactures, china and glassware notably, in foreign countries, and he evidently intends to appoint agents who will inquire into the question whether our maximum rates are to be applied to given foreign countries or not. This attitude is said to be based upon the fact that, unless there is a fair idea of the "reciprocal and equivalent" character of the concessions made to us by the foreign countries, it will be impossible to judge whether to go ahead with an interchange of our minimum for their existing minimum rates or not.

Nearly everyone is getting disgusted with the "cost of production" notion, especially since the recent publication of certain information relating to wages and other costs in Germany that had been developed by the State Department. In this document which, it has been said, was held back as long as possible so as to give no material to opponents of the tariff bill, are statements directly opposed to those of the manufacturers who appeared before the Ways and Means Committee, and nearly every commodity seems to have been erroneously represented to that committee at the time when it was originally at work on the Payne bill.

Particular exception is taken to the representations that were made with respect to gloves, china, pottery, textiles and other staple commodities.

Some of the men who testified before this committee have been so much irritated by the criticisms that have been levelled against them in the communications from the German chambers of commerce, printed in the new document, that they have already "come back" with replies, one or two of which have been inserted in the Congressional Record.

There is one notable communication on the pottery question in which the domestic manufacturers are made to appear to have distinctly the best of the argument with regard to undervaluation. On many other points, however, the German producers have, it would seem, succeeded in picking out statements and arguments that will not stand examination. A good deal has been done in the direction of criticism of the manufacturers by importers who have, in a number of instances, submitted data that,

it is claimed, conclusively show the fictitious or deceptive character of the representations made by some of those who were asking for higher duties.

With so many conflicting conditions and statements to deal with, the President seems determined to institute vigorous investigations into costs of production, whether through the agency of a tariff commission or otherwise—in short, like our Missouri friend, he has got to be shown.

PERSONAL

William E. Green, a Princeton graduate was recently elected assistant treasurer of the Cook Pottery Company, of Trenton, being advanced from the electrical department of the Prospect Hill Branch. About the same time he inherited jointly with his brother Caleb S. Green a fortune of \$2,000,000.

James Hoare, of the firm of J. Hoare & Co., cut glass manufacturers, has been appointed by Mayor George B. McClellan, of New York City, as a member of the Hudson-Fulton Celebration Commission.

Charles L. Dwenger, of Graham & Dwenger, is now on his way home from Austria.

Arthur Peterson has been appointed assistant china and glass buyer for Greenhut & Co.

E. J. Touhill, formerly with the George H. Bowman Co., has signed as road man with the Taylor, Smith & Taylor Co., East Liverpool.

Harry B. Whitney has already begun his fall tour representing the Rochester Tumbler Co., and the Phoenix Glass Co.

J. H. Venon reached Gustafsberg, Sweden, July 25. He is now on his way home.

Robert Slimmon, the china importer, is back from England.

M. O. Doering, New York manager for Chas. Ahrenfeldt & Son, sailed for Europe on the Kronprinzessin Cecilie, August 10.

K. L. Wedgwood, American representative of the Josiah Wedgwood's Sons pottery and the Thomas Webb & Sons glassware lines, is home from his summer trip to England.

E. D. Libbey, president of the Libbey Glass Co., Toledo, O., has been recommended for appointment to Governor Harmon as the Toledo member of the Ohio State Board of the National Red Cross Society.

Paul Fueslein, with Bawo & Dotter, has gone to Chicago, and is established in his old rooms, Nos. 640, 642, 644, 646 Palmer House.

PRACTICAL SCIENCE DEPARTMENT

Edited by PROF. CHARLES F. BINNS, Alfred, N. Y.

TIMELY TECHNICAL TOPICS.

THE schools will shortly be opening and now is the time when parents are considering what to do with the boy. Some will enter high-schools, some will re-enter them. Some have finished the high-school course.



A good education is one of the greatest blessings which this country bestows upon her citizens but there are, alas! some who think, and say, that the education which the father received is good enough for the son.



On the other hand there are many, very many, who consider no sacrifice too great that the young people may obtain everything that is possible in the way of intellectual training. They realize their own shortcomings and feel that they themselves would be better equipped if, long ago, their parents had insisted upon more schooling.



In considering the matter of technical schools it is often asked whether it is better for a young man to go straight on from high-school or to have a year in the factory first. There is something to be said in favor of each plan. In the former case the boy studies more easily. He has not forgotten too much of his high-school work and his brain is ready for the new teaching.



In the case where the boy is put into the factory he sees what is expected of him and goes more directly to the point, but it is not an easy thing to send a young man back to school after he has tasted the liberty which comes with wage-earning. He is apt to consider it a backward step if he is put to learning from books again.



We are not discussing the value of technical schools. It appears to be generally admitted that if a young man is to be placed in a manufactory of clay wares there is no other plan which will enable him to shape his future in a successful way.



Taking all things into consideration it would seem to be best to send the boy to a technical

school or college straight from the high-school. He can put in his vacations, or a part of them, in the factory but an early training in scientific thought and method is so important that it ought not to be delayed longer than is absolutely necessary.



ANSWERS TO CORRESPONDENTS

QUESTION 46 (SECOND ANSWER)

THE water has been received and duly examined. We find that it contains .8 gram sulphur trioxide per gallon. This is probably in the form of sulphate of lime and is sufficient to account for the blisters. Procure some crystal chloride of barium. Calculate the capacity of your blunger and to every forty gallons of water add one ounce of the barium. This is not quite enough to neutralize all of the sulphate but it is best to have no excess of barium. Let us know the result.

QUESTION 50

"We send you two samples of our underglaze ware. In No. 1 the colors are bright as we obtained them some time ago; in No. 2 they are blackened and dull with dark spots in places. We have made no change in the working. The colors are bought from the regular dealers.

We have carefully examined the pieces sent. The spots referred to are incipient blisters; in some cases these have developed and burst. We are of opinion that the darkening of the colors is due to a slight reduction in the burn. The kiln is not finished with a sufficiently clear fire. This would also account in some measure for the dark spots. Your glaze appears to be very soft and is dissolving the color more than ought to be the case.

QUESTION 51

"I notice in the analysis of clay as lately received there is nearly one per cent. of titanium oxide given. This did not appear a few years ago. How am I to account for this difference and what is the effect of the titanium oxide?"

We are learning many things as to the composition of clay. A few years ago a chemist did not report titanium oxide because he did not look for it. If not specially sought it is included in the alumina. Of late years the importance of this oxide has been recognized and it should always be asked for in an analysis. The effect of titanium oxide is a darkening of the

color of the clay and its presence will often explain why a clay which is very low in iron burns a darker color.

QUESTION 52

"I send you by mail a cone, No. 1, which has been fired at a heat exceeding its melting point and yet it has not bent. Can you explain this?"

We fear we must point once again to our old enemy, sulphur. If there should be any appreciable amount of sulphur present in the fuel, and there nearly always is, the cone will absorb some of it and will then refuse to melt at the proper time. How about the draft? Is it perfectly free?

QUESTION 53

"Although your paper does not deal especially with brick I think perhaps you may be able to advise me. I am making buff and gray brick and am troubled by a large variation in color. I have to sort into about twenty shades which is too many for profit."

While it is true that we do not print very much that is of especial interest to brick manufacturers, we are glad to be of service, if we can, to clay-workers in any part of the field. We suggest that you take steps to ascertain the

cause of the variation in color. Provide a number of large paper sacks. Station a boy at the pug mill and instruct him to take two samples of the dry clay every half-hour as it comes from the screens. This will give you, in a day's run, about forty samples in pairs. Mark these A. 1., B. 1., A. 2., B. 2., etc. Now from each of the A samples make several bricklets and burn them all together in one place in the kiln. Take all the B samples and dump them on to a clean floor. Mix the whole thoroughly and quarter it down until you have about fifty pounds of clay representing the runs of the day. From this make a goodly number of bricklets and set them in groups of three or four in as many parts of the kiln as possible.

When the kiln is drawn notice whether the regular bricks set beside the trials show the same shades as the trials.

If the variation is found in the A bricklets the trouble lies, probably, in the clay and you should provide for a more perfect mix, either a dry mix or more pugging. If the B bricklets show variation the trouble is in the burn and you should endeavor to secure a more uniform distribution of heat.

THE GLAZING OF CERAMIC WARE

UNDER this title we published, in the issue of POTTERY AND GLASS for May, an abstract of an article which appeared in the *Keramische Rundschau* from the pen of Herr Tostmann.

To this article we added certain comments of a somewhat critical character and these appear to have aroused the interest, not to say the wrath, of the author.

We are glad to have notice taken of our remarks by eminent foreign ceramists and we are especially glad in this instance because the subject is one of vital interest, and where there is discussion it is likely the truth may be reached. At the same time we wish to assure Herr Tostmann that there is no need for him to lose his temper. He doubtless desires the truth and so do we.

Let us first of all print his remarks and then we will discuss them with our readers—but, one word—will the practical men who have had any experience along this line come forward and say so? There is a mine of knowledge in the country if we can get at it and we do not wish to attempt to carry on a debate like this single handed.

After reprinting our May note in full Dr. Tostmann says:

That Seger's experiments and the conclusions drawn therefrom by him are to-day to some extent antiquated, is a fact quite as well established as the merit of some American experts as to the progress of ceramic chemistry. Nevertheless I hold fast to the belief (and I have maintained nothing further) that Seger's experiments as to defects in glaze, and as to glazes free from lead, are today in their full extent still pertinent. This conviction, moreover, cannot be affected by the fact that some members of the American Ceramic Society have lately, on the basis of their experiments, disputed the property of boracic acid to counteract crazing. On the ground of experiments during my twenty years activity in ceramic factories, under the most varied conditions, and with many kinds of glazes, I can demonstrate that an increased proportion of boracic acid always counteracts crazing and that this action of boracic acid is more powerful than that of silicic acid. This opinion, which is shared by almost all ceramic experts, is not to be shaken by some laboratory experiments conducted under quite special conditions.

If, in opposition to Seger, I maintain that in the replacing of oxide of lead in a glaze by equivalent quantities of alkalies, or alkaline earths, crazing appears, I do not intend to state anything new, for I know that many German ceramic experts are of the same opinion.

The effort of my colleague of POTTERY AND GLASS to explain this appearance by the great tendency

of lead oxide to absorb silicic acid from the body sounds quite enlightening, and I have also never been in doubt that this fact tends to diminish the co-efficient of expansion of a lead glaze. The reason of the condition as defined by me I cannot, however, discern herein, although it was at once clear to me that in this way an unstrained explanation of the divergent observations of Seger could be found. It is known that Seger made his firing tests in a small kiln with a very rapidly ascending temperature. The glazes therefore remained fluid only a short time and could not withdraw from the body nearly as much silicic acid as would be possible during the long duration of firing in the large kiln. I must, however, remark, that it is not possible for enough silicic acid to be extracted by the glaze from the body as would be required for effecting a radical change in the qualities of the former. With the increase of the proportion of silicic acid the fusibility very quickly diminishes, so that the natural limit is here soon attained. Moreover, a body which had been subjected to such forcible treatment would be so changed on its surface as to be visibly affected, as is actually the case when a glaze exercises a strongly dissolvent influence on the body. That the glaze, through the absorption of silicic acid, would automatically conform to the co-efficient of extension of the body is doubtless only a little joke of my American colleague. In that case glazes with much lead should not display any crazing. I think it would be attributing a somewhat high intelligence to a glaze, if it were intended to trust to its knowing just how much silicic acid it must absorb in order to correspond with the body. The tendency of a glaze to absorb silicic acid is regulated by definite chemical and physical laws, which are, anyway, in a high degree dependent upon the conditions of manufacture.

As I am unable, from the preceding considerations, to attach decisive importance to the dissolvent effect of the glaze upon the body, I adhere to my opinion that the elasticity of lead glaze has a great influence upon its conduct. I have, at the same time, by no means forgotten, as my colleague supposes, that the potter has to do, not with a glaze alone, but with the glaze in conjunction with the body. It is only in this reciprocal effect of both parts that elasticity plays any part; as it gives the glaze the property of, to a certain extent, following the body in its movements without tearing.

That, however, lead glazes are more elastic than those free from lead, is a consequence of the simple consideration of the fact that the latter are easily devitrified, while the former are the less subject to this defect the higher the proportion of lead they contain. The glazes free from lead, therefore, are not in a condition of equilibrium, but are over-saturated solutions, from out of which they can be very easily brought. It is, therefore, intelligible that a certain tension is present in them, rendering the substance brittle. Lead glazes are, on the other hand, completely stable.

Still another reason might be adduced for the divergent result. As lead glazes act more forcibly on the body, they unite with it more intimately and closely; the tension under a different degree of contraction of glaze and body being modified.

The work announced with regard to the changes in the body during use may be looked for with interest. I do not, however, think that too great influence should be attributed to these changes, for it must not be forgotten that stoneware in use can remain quite free from crazing. I have some articles 17 years in service, which do not show that defect. It would, according to my opinion,

be more enlightening if it were assumed that, during continued use, changes would take place in the glaze.

(Signed) TOSTMANN

The discussion is concerned with two series of phenomena, the action of boric acid and the behavior of lead glazes.

Herr Tostmann has no need to defend Seger from any attack by American ceramists. Dr. Pukall, when he was here in 1904, remarked that Seger was more honored here than in Germany and the American Ceramic Society has translated and published Seger's collected works, but we are convinced, and Herr Tostmann appears to agree with us, that Seger himself, were he alive, would change some of his conclusions.

It is not quite fair for Herr Tostmann to assume that he alone has practical experience and that all we have to argue from are laboratory experiments.

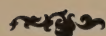
Our author claims twenty years of practical working. We ourselves have thirty-five years behind us in the same field and among the members of the American Ceramic Society, the work of which he appears to disparage, are many men of long experience in manufacture.

In the matter of the behavior of boric acid it must be admitted that there are discrepancies of view. We once held the view still maintained by the German authorities, and only reluctantly and by force of evidence did we allow ourselves to change. At the same time we are prepared to admit that the conditions of manufacture may be, in part, responsible for the difference of behavior.

We do not recall that Seger defined the type of ware he used, beyond speaking in general of white-ware glazes. Under American conditions of fire and upon American white wares, whether china, Belleek or semi-porcelain, it is certain that boric acid does not counteract crazing. We are not agreed as to whether it increases the fault or has no effect, but it certainly does not cure.

We ourselves have advanced the theory that, like other sesquioxides, B_2O_3 functions as an acid with strong bases and as a base in the presence of an excess of silica, and this theory we commend to the notice of Herr Tostmann as helping to account for erratic behavior.

Perhaps we ought to say that the discussion of boric acid was not part of Herr Tostmann's original paper, except that he quoted Seger's remedies for crazing. We criticised these, and he strikes back as he has a perfect right to do.



In the matter of the behavior of lead our author makes fun of our use of the word "automatic," saying that we attribute to the glaze "a somewhat high intelligence." But "automatic" action implies just the reverse. An automaton exercises no intelligence at all.

And then he argues against himself when he states that "the tendency of a glaze to absorb silica is regulated by definite" laws. Of course it is, and that is exactly why the absorption or solution occurs.

It is absurd to say that a glaze consisting entirely of lead would not craze at all if this theory were correct; for, as Herr Tostmann himself says, "it is not possible for enough silicic acid to be abstracted."

Any argument may be pushed to absurd limits, but the case is this—a glaze is slightly deficient in silica—the deficiency is large enough to cause crazing but not so large as to prevent a sufficient amount being dissolved from the body. If lead be present in the glaze this solution can easily be accomplished. If there be no lead it is not so easy. Hence the use of lead oxide tends to cure crazing. This accounts for the fact that a glaze which tends to craze can nearly always be cured by increasing the glost fire. If the elasticity of the lead oxide were the prevailing feature, this would not be the case because lead is the first element to volatilize.

We admit the elasticity of all the ingredients in a glaze, some more than others, but in this case the theory does not fit the facts. Everyone is familiar with delayed crazing, a partial cause of which is the decline of elasticity with use, like the behavior of an old garter.

We may be obtuse but we must confess to a failure to follow Herr Tostmann in his relation of elasticity to devitrification or the reverse. We do not see what these have to do with each other and we crave enlightenment.

Finally, we do not lay much stress upon the fact that lead glazes, on account of their acting "more forcibly on the body," cause a closer union. It does not seem that any amount of mere mechanical anchorage could possibly resist the tendency to craze.

We shall be glad to have Herr Tostmann review our work upon expansion when it shall have been further advanced, and we may say that the intention is eventually to include the behavior of glazes as well as bodies.

CHARLES F. BINNS.

OBITUARY

Edward Malley, who died recently at New Haven, Conn., at the age of 82, left a fortune estimated at over a million and a half. He came over from Ireland at the age of seventeen and began life as an errand boy in a New York store. He went to New Haven 57 years ago as a peddler. Now the Malley building is one of the largest department stores in the State. He leaves two children, Walter and Jane. His son is the manager of the big department store.



JAMES S. ROBERTSON

At a Special Meeting of The Crockery Board of Trade of New York, held on the second day of August, Nineteen Hundred and Nine, called for the purpose of taking action on the death of Mr. James S. Robertson, the following Memorial was adopted, and it was ordered that it be spread on the minutes; that it be published in the journals of the Trade, and that a copy be presented to the family:

A man whose span of life was nearly fourscore years, of which more than half a century was spent in one branch of trade, who gained and held the esteem of three generations, has made an enduring place for himself in the hearts and memories of friends and associates.

James S. Robertson was the Nestor of The Crockery Trade. In a recent year his competitors, who were also his friends, gathered to do him honor, and to extend their greetings and good wishes on the fiftieth anniversary of his association with the Trade. His was the pleasure of receiving, while yet in life and in active business, expressions of esteem and regard from those who could best judge of his character as a merchant and as a man.

We will cherish his memory as a genial, generous friend, as a merchant of strict integrity and as a just and righteous man.

With his family we unite in sorrow, which is ours in only a lesser degree, and to them we extend our sincere sympathy.

GRATEFUL TO "POTTERY & GLASS"

POTTERY AND GLASS has been thanked from many widely separated sources for having given publicity to the special excursion rates from all parts of the country to New York as arranged for early in the season by the Merchants' Association of New York. Many buyers have arrived in this city from western and southern points who have never been here before and who have volunteered the information that they probably would not have come this season except for the information conveyed to them by POTTERY AND GLASS.

AMONG EUROPEAN FACTORIES

AMONG EUROPEAN FACTORIES

A company with a capital of \$5,000 has been incorporated for the conduct of a porcelain painting concern at Oberkotzau, Germany, under the style of Parbus & Co. Herr Rudolf Parbus, of that place, and Herr Carl Schumann, of Berlin, are at the head of the concern.

Under the style of the Armstadt Porcelain Factory (Ernst Mey) a porcelain manufacturing concern has been registered at Armstadt, Germany.

The Ed Eichler Porcelain Factory, at Dux, Austria, has paid for 1908 a dividend of 7 per cent., notwithstanding the depression in business. While American trade has been affected by the tariff uncertainty, more activity in other directions has been noticeable since the Leipzig fair; the orders now in hand being fully up to the mark of last year at the same time.

The Bohemian Porcelain Dealers' Manufacturing and Buying Association, founded a year ago at Prague, is said to have acquired the recently suspended Radlitz Porcelain Factory. With a view to its continuation and extension of production, the members of the association have been invited to take shares, the amount of which is equal to \$40. Dr. Emil Nosser, secretary of the association, is at the head of the new undertaking.

After writing off liberal amounts, the board of the Tirschenreuth (Bavaria) Porcelain Factory announces a dividend of 14 per cent., the same as last year.

The Hammer Hollow-Ware Factory, Stolberg, Germany, is shutting down permanently, thus leaving 300 hands without occupation.

A crystal glassware factory has been established by Herr George Kekenberger, at 42 Linden Schmitstrasse, Munich.

A company with a capital of about \$40,000 has been incorporated at Neuss (Rhineland), under the style of the Neuss Glass Works. Its special object is the manufacture of hollow, pressed and machine glassware, by a patent process. The concern is under the management of Herr Hermann Reiche and Herr Wilhelm Moonen, both of Neuss.

The Neuwelzow Crystal Glass Works have been reorganized with a capital of \$50,000. The business is being conducted under the direction of Herr Ernst Traube, of Berlin (who supplies the court), and of Herr Paul Schlieff, of Neuwelzow.

An Austrian syndicate has acquired an extensive site at Königshahn, near Traubenau, Bohemia, on which it is proposed to erect a porcelain factory.

The large stoneware concern of Thomsberger & Hermann, of Colditz, Germany, has been incorporated with a capital of \$90,000. The management will be in the hands of Herr Arno Steckmann, of Colditz. The firm owns extensive clay deposits in the vicinity.

The Mutzschen Porcelain Factory, near Grimma, Germany (Miller & Co.), has been incorporated as a limited company, with a capital of \$40,000.

MODELS OF BATTLESHIPS ON PORCELAIN

The Royal Porcelain Factory, Berlin, has lately completed its first trial of a porcelain battleship, about 29 inches in length, representing either of the sister vessels "Scharnhorst" and "Gneisenau." In describing this new specimen of ceramic work, the *Keramische Rundschau* remarks that even experts must acknowledge the attempt to have been successful. The hull shows the prescribed lines of construction; while the turrets, deck-houses, masts, funnels and propellers are true original lines. Being placed on a decorative foundation, the whole piece can be used as a table ornament. Should this first effort prove acceptable other articles in the same line will follow.

DARWIN A DESCENDENT OF WEDGWOOD

In a lecture on the occasion of the centenary of the birth of Professor Charles Darwin, the fact was recalled by Professor Dr. Walton May, of Carlsruhe, that Darwin was the son of the eldest daughter of Josiah Wedgwood, who married the third son of Dr. Erasmus Darwin, of Shrewsbury. The well known scientist thus had, as the lecturer expressed it: "ceramic blood in his veins."



KGL. KERAMISCHE FACHSCHULE, BUNZLAU, SCHLESIE, GERMANY DR. W. PUKALL, DIRECTOR

REPORT OF THE BUNZLAU CERAMIC SCHOOL

According to the report just issued, the attendance at the Bunzlau Ceramic School, during the winter of 1908-9 numbered 89. The fees for the course amounted to about \$250, the balance of the expenses having been met by contributions.

This is the school referred to in a letter from Arthur S. Watts, the American ceramist, who is making a prolonged visit to Dr. W. Pukall, the director of the Royal Ceramic Fachschule. Mr. Watts has kindly sent us a photograph of this famous institution which we reproduce above. It did not arrive in time to print with his letter which appeared in the June issue of POTTERY AND GLASS.

DISSOLUTION OF AUSTRIAN PORCELAIN SYNDICATE

The German press announces the impending dissolution of the Austrian Porcelain Syndicate, although the contracts of the members have still three years to run. It is anticipated that a reduction in prices will be the immediate consequence, while the Austrian market will probably be overrun with seconds, which the makers in the trust were prevented from selling during the period of the recent agreement. Owing to

the Austrian makers being individually under contract to maintain the selling price of the German Syndicate for export business, no disturbance of foreign trade is looked for.

CERAMIC WALL COVERINGS

ONE of the most frequent objections to the use of ceramic wall coverings—that they let the vaporous deposit run off—is, as Herr Georg Döring points out in the *Deutsche Töpfer-und Ziegler-Zeitung*, rather a recommendation than otherwise. Non-absorbent wall coverings are for sanitary reasons preferable.

Apart from hygienic advantages, the progress of ceramic *technique* has succeeded in meeting even fastidious tastes in modelling, glaze, and color. It lies with architects to find means and to impart hints for tiles being incorporated in modern building art. The decorative employment only of small tiles can never prove satisfactory to the ceramic industry.

For interior decoration, tiles have met with extended appreciation for their cleanliness and durability, combined with artistic effect. Architects have had in some cases to contend with individual objections to tiles for living rooms, but with an intelligent appreciation of their advantages, there exists a wide field of development for the article.



ONE OF THE HANDSOMEST CHINA AND GLASSWARE STORES IN THE COUNTRY IS W. A. MAURER'S AT COUNCIL BLUFFS, IOWA

A NOTED STORE IN A SMALL TOWN

COUNCIL BLUFFS, Iowa, would hardly suggest itself to the average Eastern mind as a place that would support or warrant the maintenance of a very high class china and glassware store. Yet, when we invite the reader's attention to the above photograph, we prove the statement that Council Bluffs can boast of one of the most beautifully equipped china and glassware establishments in the country—East or West.

The business established by W. A. Maurer, dates back to 1880—nearly thirty years ago. The field wasn't what it is now, and the business grew slowly at first, but it grew steadily and healthfully. The field originally was confined to the small Western town, but this was gradually widened by judicious correspondence methods and advertising, and careful and conscientious service. This was the period of reputation building. It was well built, so well built that now the name of W. A. Maurer is pretty well known to the trade throughout the entire country. While he is still located in the little Western town, and cannot be tempted away to any of the large metropolises, he has the satis-

faction of conducting business with houses in almost every large city in the United States. Of course, we will excuse him if he is a bit egotistical on this point—and he is—so would we be—so would you be. Imagine yourself starting in and struggling hard to found a little business in a little town far removed from the great marts of trade intercourse, and then suddenly waking up some day to a realization that in spite of such a handicap you had successfully established a great business, reaching out and extending its influence to hundreds of other stores all through a vast country. Yes, Mr. Maurer is proud of what he has done, and we cannot help admiring, too, the object of his pride.

But as to his store! Look at the picture, and then read, and, reading, realize that it is situated in Council Bluffs, Iowa.

The store is finished in quarter-sawed oak, highly polished. This gives it at once an air of solid substantiality—the instant you enter you feel that you can trust everything and everybody in the place—everything about it is spotlessly clean, every fixture is bright, and every piece of glass, including the showcases, is polished up to the nines and eternally kept so.

Both sides of the store, throughout its entire length, are sub-divided into sections, well proportioned, by pillars supporting railed-in balconies above. The sections on the right are used for showing off dinner and toilet ware, the top shelf being wisely reserved for toilet ware, as it would be practically useless for anything else, and really shows these larger objects to great advantage.

The two lower shelves are for the different patterns of dinnerware. Each pattern has a section between posts to itself. The base shelf is about twelve inches wider, and has sliding shelves which, on being drawn out, are covered by small drawn work tablecloths, upon which are shown the samples of dinnerware. This makes a very impressive way of showing shapes and decorations to the prospective customer.

The left-hand side of the store consists of open rooms, each room lined with different colored burlap, with the exception of the cut glass room, which is lined with mirrors. All rooms are fitted up with plate glass shelves.

The center of the floor is taken up by two rows of massive oak tables, upon which are twisted glass columns, supporting plate glass shelves. The showcases are all made of plate glass. Only one of these is shown. There are, however, four of them in the store. The one shown is 16 feet in length without a break in the glass.

The left-hand balcony is used for white china samples. The right-hand balcony is used for samples of lamps and portables, etc., while handsome samples of hanging lamps and hall lights adorn the main pillars running through the center of the store.

Altogether, it is a store richly deserving admiration, and is eminently practical in its arrangements.



NEW STORE IN SAN FRANCISCO FOR CHARLES BROWN & SONS

The return of prominent San Francisco retail merchants to their old locations which has been so noticeable during the last six months, and which has marked an epoch in the rebuilding of San Francisco, has been celebrated by the well known hardware and crockery firm of Charles Brown & Sons, which returns to Market street, only a few doors from its former location in the old Flood building.

The new store is at 871-873 Market street. It will be the largest and most complete department store devoted exclusively to crockery,

glassware, stoves, kitchen supplies, silverware, cutlery, hardware, tools and sporting goods, in San Francisco. The arrangements for the display of merchandise are innovations, particularly in the crockery and china departments.

In the center of the store is located a handsome room, constructed entirely of glass, in which the entire cut glass display is featured. The show windows are large and spacious and are built so that merchandise as capacious as an entire kitchen outfit can be displayed to advantage.

The firm of Charles Brown & Sons was established in July, 1857.

A NEW WHOLESALE HOUSE

Under the caption of John H. Roth & Co., a new wholesale glassware and crockery concern will open for business in Peoria, Ill., about January 1, 1910. Its head and organizer is John H. Roth, for twenty years identified with C. E. Wheelock & Co.

Mr. Roth became a member of the Wheelock firm ten years ago when it was incorporated under a reorganization, C. E. Wheelock retaining 75 per cent. of the stock and the remainder being divided among three employees, one of whom was Mr. Roth.

Mr. Roth has been in New York completing the organization of the new firm, and will sail on the George Washington of the North German Lloyd line, for Europe, to close deals with the manufacturers of France, England, Austria and Belgium. The business it is proposed to do will be wholesale and, with his large experience in men and methods of the business, he has already partly organized his field force, with which he intends to cover the greater part of the United States.

It is understood that a building is leased on Washington street, but the exact location is not given out. Mr. Roth expects to return to America about November 1.

AN INTERESTING LITTLE BOOK

Bawo & Dotter of 26 Barclay St., have issued a neat and very interesting little book which will be of value to visiting buyers. It gives details as to reduced fares for incoming buyers, and also a complete programme of the Hudson-Fulton celebration to be held from September 25 to October 9. A copy will be mailed on request.

SUMMER MEETING AMERICAN CERAMIC SOCIETY

BY STUART SAYRE, CLEVELAND, O.

THERE was a fairly good and representative attendance at the annual summer meeting of the American Ceramic Society which was held July 29, 30, and 31, at Kittanning, Pittsburg, and vicinity, twenty-five to forty members joining the party each day.

There was an evening or two devoted to what Prof. Wheeler of St. Louis once named "Section Q," and the summer meeting of 1909 was as enjoyable and helpful as any of its predecessors. Visits were paid by the visitors in a body to a number of pottery and glass plants in Western Pennsylvania.

While the winter meetings, generally held in February, are of a more formal and academic nature, the summer meetings are popular because they furnish a better opportunity for social intercourse and bring the members into closer relationship, at the same time affording them, by observation of other plants than their own, a chance to gain practical knowledge of the conduct of factories, processes and means of manufacture, labor conditions and many other interesting points relating to the pottery and glass manufacturing business only to be learned by personal inspection. In this way the summer meetings prove a source of great value, as well as pleasure, to those who can afford the time to devote to them. And this year the visitors felt amply repaid by their inspection of the plants that were courteously thrown open to them. Everyone of the sight-seers felt that they had gathered up sufficient information from their peregrinations to help them to make better products and to reduce costs, and perhaps to increase the demand for their wares.

In 1900, two years after the founding of the society, the first summer outing was held at Cleveland with side trips to Put-in-Bay, Akron and Barberton, O. In subsequent years Niagara Falls, Syracuse, Buffalo and St. Louis with their Fairs; Zanesville, Roseville and Cooksville, O., Chicago, Galesburg and Terra Cotta, Ill., Beaver Falls and New Brighton, Pa., East Liverpool, O., Newell and Chester, W. Va., Schenectady, Albany and New York were visited.

This year at Kittanning and Ford City, Pa., the two Chas. Howell Cook plants were visited. Both of these are owned by the Trenton, N. J. Corporation and make general white ware in

semi-porcelain. The Ford City pottery has 17 kilns, an elaborate saggar-making machine and a continuous decorating kiln. The making of face brick was seen at the Kittanning Clay Manufacturing Co.'s plant, and of high grade fire brick at the Kittanning Brick & Clay Co.'s works.

A half-day was given up to a visit to the enormous plate glass factories of the Pittsburg Plate Glass Co., at Ford City. Here are lehrs nearly 370 feet long. Glass said to be larger in size than made elsewhere in the world was shown in every stage of making. Four hundred thousand feet of lumber is used monthly in boxing the glass for shipment. The equally interesting plant of the Kittanning Plate Glass Co., was also visited. Visitors are not commonly welcomed to some of these factories, yet here, as ever, the name of the Society opened every door, and the many new mechanical devices for reducing costs or tending to greater accuracy and perfection were freely explained to the members.

One of the enjoyable features was an automobile ride in the evening of July 29, over the excellent roads of the thriving cities and their suburbs. One new brick roadway up and around a mountain side was greatly admired for the perfectness of the road-bed and the fine view afforded. The local committee were most courteous and thoughtful in all their plans for entertainment of the visitors.

In Pittsburg a visit to the big plant of the Pittsburg Clay Pot Co., in Allegheny, was made, also the Park mill of the Crucible Steel Co., where tool steel is produced.

Friday noon the visitors enjoyed a splendid dinner in the new Dutch Room of the enlarged Fort Pitt Hotel, which was provided by the local Pittsburg members.

The Harbison-Walker Co.'s silica brick plant was visited and a long visit made to the newly established U. S. Geological Survey Clay Testing Laboratory.

The founding of this laboratory is due largely to the persistent efforts and influence of the society aided by the coöperation of the various State Geological Surveys. The Committee on Federal and State Coöperation was appointed by President Burt, in January, 1907, and consisted of R. R. Hice, Beaver, Pa.; Prof. Heinrich Ries, Ithaca, N. Y.; Prof. A. V. Bleining

Columbus, O.; Prof. H. A. Wheeler, St. Louis, and Prof. R. C. Purdy, Champaign, Ill.

The results already attained more than justify the establishment of the laboratory in emphasizing the immense commercial importance of the American clay deposits and clay working industries.

Its aim and scope in developing the resources and enhancing the wealth of the United States appeals to many to whom the technical side is not so well understood.

The State Geological Surveys are constantly performing an important mission in field work regarding the occurrence and distribution of local clays. The technology which can best determine the value to the owner and a community as to what use can be made of each clay by a clayworker should be the large and systematic treatment of a Government institution.

The testing laboratories are commodiously located on the historic Arsenal grounds in Pittsburgh. The active heads are Profs. A. V. Bleining and Harrison E. Ashley, men of exact training, broad ideas and executive skill, and in whom the clay working interests have absolute confidence.

The work is both scientific and technical. Its problems for the first few years will be general ones. Samples of clays and clay products will be selected by its own representatives as will best serve the purpose of its founding. The laboratory cannot be made use of under any circumstance for obtaining tests for private purposes.

It is distinctly an organization for a system of work, leaving to those interested the application of the system to commercial and industrial uses.

The test of clays and products properly fall under these headings:

A.—Testing of physical properties of raw clays.

B.—Testing of chemical properties of raw clays.

C.—Study of the pyro-chemical behavior of clays.

D.—Testing of burned clay.

E.—Industrial tests on clay.

F.—Testing of manufactured products.

Of these, the industrial tests will be of direct benefit to manufacturers. Such matters as the flow of clay in dies, covering problems like power expended, relative merits of various lubricants, effect of cores bridged by different methods, are of live importance to the whole industry.

All tests of clay products will be made on ware made by plants and firms who are regularly making same, and which is to be obtained at the same time and place where the clay under scientific and industrial test is secured.

Among those present were:

- John C. Alrich, Star Encaustic Tile Co.,
Pittsburg, Pa.
- Wm. M. Alrich, Star Encaustic Tile Co.,
Pittsburg, Pa.
- Harrison E. Ashley, U. S. Geological Survey,
Pittsburg, Pa.
- A. V. Bleining, U. S. Geological Survey,
Pittsburg, Pa.
- Chas. F. Binns, N. Y. School of Ceramics,
Alfred, N. Y.
- L. E. Barringer, General Electric Co.,
Schenectady, N. Y.
- Howard W. Bloomfield, Clay Merchant,
Metuchen, N. J.
- G. H. Brown, U. S. Geological Survey,
Pittsburg, Pa.
- Walter M. Fickes, Rosslyn Brick Co.,
Carnegie, Pa.
- W. H. Fulper, Pottery Co., Flemington, N. J.
- Carl H. Griffin, Chemist, Norton Co.,
Worcester, Mass.
- Frederick Gelsthorp, Chemist, Ford City, Pa.
- R. R. Hice, Fallston Fire Clay Co., New
Brighton, Pa.
- A. R. Heubach, Ceramic Chemist, Chicago.
- J. A. Holmes, Director U. S. Geological Survey,
Washington, D. C.
- H. P. Humphrey, Kittanning, Pa.
- R. P. Keeler, Student, Champaign, Ill.
- G. W. McNees, Kittanning, Pa.,
- W. C. McFarlane, Monongahela, Pa.
- Jno. B. Millar, Brick Manufacturer, Toronto,
Ont.
- Arthur E. Mayer, Mayer Pottery Co.,
Beaver Falls, Pa.
- Ernest Mayer, Mayer Pottery Co., Beaver
Falls, Pa.
- Edward Orton, Jr., Ohio State University,
Columbus, O.
- C. W. Parmelee, Rutgers College, New
Brunswick, N. J.
- Jacob Pfeiffer, Logan Clay Products Co.,
Logan, O.
- Alfred S. Porter, Kenilworth Tile Co.,
Newell, W. Va.
- Ross C. Purdy, Ohio State University,
Columbus, O.
- J. E. Randall, Asst. Editor, Clay Worker,
Indianapolis, Ind.
- Harry W. Smith, Roessler & Hasslacher, Chem.
Co., East Liverpool, O.
- P. A. Smith, A. F. Smith Co. New Brighton, Pa.
- L. C. Snider, Norman, Oklahoma.
- F. W. Walker, Beaver Falls Art Tile Co.,
Beaver Falls, Pa.
- F. W. Walker, Jr., Beaver Falls Art Tile Co.,
Beaver Falls, Pa.
- J. B. Yowell, Student, Champaign, Ill.

TREATISE ON AMERICAN POTTERY

RESUMÉ OF THE THIRD EDITION OF DR. EDWIN ATLEE BARBER'S "THE POTTERY AND THE PORCELAIN OF THE UNITED STATES"

A MOST valuable, interesting and improved book is the new and enlarged third edition of Dr. Edwin Atlee Barber's "The Pottery and The Porcelain of the United States." It would be a good investment for every retail store to place a copy at the disposal of sales people for their edification and enlightenment. This sort of education will go far toward making better salesmen, because it will supply them with an abundance of talking points well calculated to enable them to interest possible customers, thus leading to more frequent and larger sales. This valuable book has been revised and enlarged, and now contains 35 illustrations. It is published by G. P. Putnam's Sons, New York and London.

Dr. Barber, who is a worldwide authority and director of the Pennsylvania Museum and School of Industrial Art, Philadelphia, has written the preface for this new edition and five new chapters. In the preface of the first printing of the work (1893) he calls attention to the neglect of the history of ceramics in America, and wrote his book to prove that from the first the fictile art has thriven in our land.

Dr. Barber begins at the beginning with an exposition of the processes of manufacture, the preparation of pottery clays, the tools and machines used in the manufacture of pottery, the old-fashioned throwing wheel, the kick wheel (now in use), the "jigger," the "jolly," the lathe, moulds and mould making, with a description of the various processes, the kilns, methods of firing wares, decoration, and other recondite matters, all set before the reader with gratifying clearness.

The history of pottery and porcelain in America is summed up briefly.

Building bricks were made in Virginia as early as 1612. White ware was first manufactured in this country about 1684. Clay tobacco pipes of European design were probably first made in 1690. Terra cotta roofing tiles were made in Pennsylvania previous to the year 1740. Slip decorated earthenware was fabricated in Pennsylvania as early as 1760. The earliest attempt to manufacture white ware (and possibly porcelain) with underglaze decorations was made in Philadelphia in 1770. William Ellis Tucker, of Philadelphia, was the first to success-

fully produce hard porcelain in the year 1825. The first Rockingham ware was made in the United States at East Liverpool, Ohio, by James Bennett in 1839. Transfer printing from engraved plate was first applied to pottery at the Jersey City Pottery previous to 1840. Parian ware was first produced at Bennington, Vt., about the year 1846. Inlaid floor tiles were made at the United States Pottery in Bennington, 1853. Pottery coat buttons were manufactured at Norwalk, Conn., about the same time. Architectural terra cotta was not made in the United States until about 1870. Ornamental relief tiles were not produced until after the Centennial Exposition, 1876. Belleek, or egg-shell porcelain, was first made in this country at Trenton, in 1884.

The making of pottery by the aborigines is considered—on the Atlantic coast, in the Mississippi Valley (the mound builders) and Pueblo pottery of the Pacific. There is an illustration of ancient Pueblo; a painting of an antelope is delightfully quaint. Then follow early brick and tile making, seventeenth century pottery, eighteenth century, the first china manufactory, the pottery industry from 1825 to 1858, a chapter on East Liverpool, Ohio, another on Trenton, N. J.; potteries established between 1859 and 1876, tobacco pipes, ornamental tiles, architectural terra cotta, American marks and monograms, recently discovered data relating to old potteries, potteries recently established, and a special chapter on the pottery of Mexico.

A special chapter on Cincinnati is particularly interesting. In it Dr. Barber refers to the Kendalls father and sons, who first produced a fine grade of stoneware, yellow and Rockingham. William Bromley followed them. Then came George Scott, the Tempests, Frederick Dallas, Tempest, Brockmann & Sampson, now the Brockmann Company. In 1875 Mr. Benn Pitman, of the Cincinnati School of Design, procured from the East some overglaze colors and invited several ladies to experiment. A German, Miss Eggers, from Dresden, began with porcelain decoration. Miss M. Louise McLoughlin, a name now known over the country, painted some white porcelain, and also showed her skill in imitating Limoges faience. In 1879 Miss McLoughlin formed the Pottery Club. Among its members was Mrs.

Maria Longworth Nichols (Mrs. Bellamy Storer), and specimens of her handwork are reproduced, vases made in 1880. Mrs. Storer began her work in Dallas, Texas. Her father, Mr. Joseph Longworth, built her an establishment where she could pursue her experiments at ease. Rookwood ware was her specialty, beautiful in tone and form.

The Volkmar Pottery is referred to and described, and New York comes in for its share of attention as well as Philadelphia.

Biographies of the men and women who made pottery the fine art it is in America, are brought up to date in an interesting manner, and altogether the book is a storehouse of information, valuable alike to the manufacturer, the salesman or the amateur.

PRETTY TRAY FOR DISPLAYING CHOICE TEA SETS OR NOVELTIES

HOW to display handsome tea sets or other small choice bits of pottery and glassware in a manner to draw especial attention and invite close examination is often a brain-racking question to the particular retailer and window-dresser. Here is a suggestion:

Make a dainty tray by taking a piece of satin of any shade harmonious with the color scheme of the show window or room; place a small lace doily in the center, and frame this in an oval gilt frame. (These frames can be found in any of the department stores, sometimes with inexpensive pictures in them, for 25 cents). A piece of white linen with either the doily or an embroidered initial in the center framed in a white enameled frame also makes a handsome tray. The glass is easily wiped off and the linen remains as spotless as before it was used. A piece of felt may be glued on the bottom of the tray, to prevent scratching or marring the table. A tea set, a handsome cut glass bowl or choice pieces of bric-a-brac displayed on this dainty setting cannot help but invite the closest scrutiny, and so possibly arouse the latent interest of the passerby, and so create a possible sale.

IMPORTS AT PORT OF NEW YORK

Week Ending	China	Earthenware	Glassware
July 17 . .	\$118,347	\$16,886	\$34,016
" 24 . .	88,552	11,596	23,711
" 31 . .	103,934	13,790	31,190
Aug. 7 . .	63,968	11,797	65,892
Four Weeks ending			
Aug. 7 . .	\$374,801	\$54,069	\$154,809

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Four cases of rare old pottery and iridescent glass of great value and historic interest have been presented to the museum in the Minneapolis public library building by T. B. Walker. One case is devoted to Greek pottery, dating back to from four to six centuries before Christ. There is also a case of Persian pottery, and the iridescent glass is of Grecian and Persian antiquity.

WANT COLUMN

Subscribers may insert want advertisements, such as may be approved by the publishers, in POTTERY AND GLASS, twice during the subscription year *free of charge*. Advertisements will be accepted from non-subscribers at 25 cents a line, one time, or 20 cents a line for two or more insertions. Minimum rate, \$1.50 per insertion. Subscribers are entitled to a flat rate of 20 cents per line for third and other insertions. Copy for this department must be received not later than the 10th of the month.

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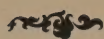
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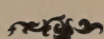
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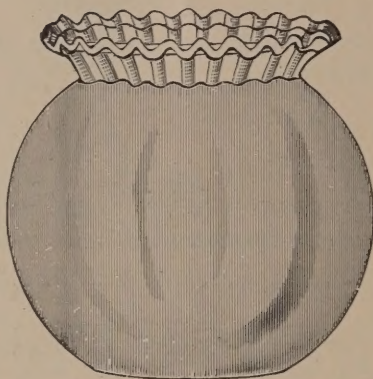
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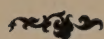
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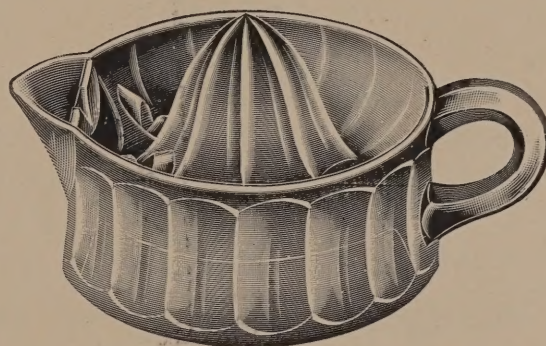
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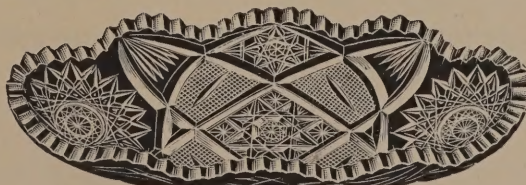
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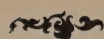
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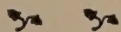
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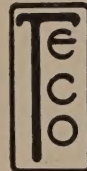


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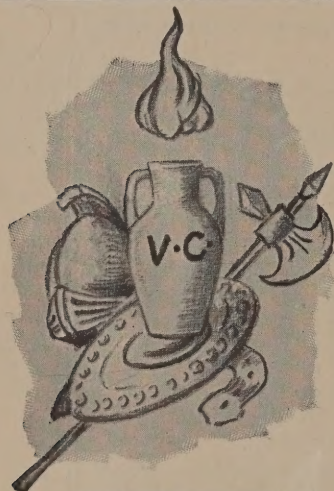
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